TRADE AND INDUSTRY

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ASPECTS OF AUSTRALIAN MARKETS—1

Australia—a land of growth

by D. P. Aiers, CMG, Director-General of Trade Promotion in Australia

'Australia, where's that?' would be a very unlikely snippet of conversation in Britain. Everyone knows about Australia. But do they? And where Britain's interest in the Australian market is concerned, is enough known to enable an accurate judgment to be made of the opportunities Australia has to offer? It is more, and not less, important to have this knowledge at a time when eyes are inevitably focussed on the major event of our entry into the European Economic Community.

AUSTRALIA'S 13 million people enjoy a per capita income of about £1,250, and Australia's GNP in the year 1971-2 was $A36,490 million* when only 10 years before in 1961-62 it was $A15,050 million. It is not only the value of goods and services produced in Australia which makes it important. Australia is one of the great trading nations of the world, and last financial year imported some $A4,010 million-worth of goods, $A840 million from Britain. What is more, the Australian market has grown greatly in recent years. Ten years ago, total imports were less than $A1,800 million, and even five years ago they were only a little more than $A3,000 million.

It is true that imports dipped last year, partly as a result of the slowing up of the rate of growth; but, as a major supplier to other countries of the world, Australia is well placed to benefit from any general upturn in manufacturing activity, particularly any acceleration of growth in Japan and the United States. It is noteworthy, in conditions which were not as favourable as they were in some earlier years, that the country last year achieved a rate of growth in real terms of over 3 per cent. These are general figures, and they show only the surface of an economy. Nevertheless, they are sufficient to indicate that Australia is essentially prosperous, and well-equipped to become much more so.

This article will try to show the changes which have taken place and are taking place in Australia and the conditions in which the country's trade will be conducted in years to come. Later articles will deal more specifically with the economic activity in each of the Australian States. The general picture must be supplemented by a knowledge of the particular features of each State. In a country of 3 million square miles where Perth, the most westerly State capital is 2,600 miles by air from Brisbane, the most easterly, and where Hobart, in the south, is about 2,500 miles by air from Darwin in the north, inevitably there are differences which necessitate a separate assessment of the needs and opportunities in each region. But, though Britain is at the other end of the world, all the States, except to some extent Tasmania, are served by direct sea routes to Europe and Britain and by daily airline schedules. There need be no difficulty in communications.

The sources of Australia's prosperity

The growth and prosperity of Australia's economy are founded upon expanding export markets. In recent years these have been changing, and Japan is now a much more important market; Britain and the EEC countries, which in 1961-2 took some 36 per cent of Australia's exports, in 1971-2 formed under 19 per cent of the market. In the context of growth, the changes in the composition of exports have been more significant. Ten years ago, the economy was based on exports of rural products, supplemented by small quantities of non-ferrous metals and manufactures. The contribution which the rural sector continues to make should not be discounted. In 1971-2 about half of Australia's exports were composed of rural products.

However, the decade has seen great changes. Minerals and manufactures have marched steadily into positions of considerable significance. In 1971-2 the products of mines and quarries (both processed and unprocessed) accounted for $A1,100 million in value, an increase to over seven times the $A153 million of 10 years earlier. Moreover, there are new and exciting developments in this field in the decade to come, especially as far as natural gas and uranium are concerned. Nearly as spectacular a development has taken place in exports of manufactures. Over the same years and despite a market which is protected, a large number of Australian industries, many developed with British capital, have rapidly developed an export capacity, especially to neighbouring countries in South-East Asia. Their exports have increased five times and last year were valued at $A990 million.

The effect of this has been that the balance of visible trade has become increasingly favourable and is now very much closer to offsetting the heavy deficit on current invisible account. The financial outlook is rosy. The general pattern of Australian economic growth in the next 10 years or so is likely to be similar to that of the 1960s. Growth in the production of minerals may be expected to stimulate substantial development in primary processing (not only metals but chemicals and petro-chemicals) and a continuing broad-based development in secondary manufacturing (of production and consumer goods) and the service industries (in particular, building and construction, transport and communications, and community and business services).

This pattern of development is both reflected in, and will be much influenced by, Federal and State economic policies. As far as British exporters and investors are concerned, the most important aspect is the development of the policies of the Commonwealth Government over tariffs and overseas investment.

The tariff

Australian tariff policy is predicated on 'adequate protection for efficient and economic Australian industry'. There is a two-column tariff with general rates ranging from free to 65 per cent *ad valorem*. Preferential rates range from free to 40 per cent *ad valorem*, and margins of preference range from 7½ to 27½ per cent and are enjoyed by imports from Britain, Canada, New Zealand, Republic of Ireland, Papua/New Guinea and, to a limited extent, from certain existing and former British Territories. There are other preferential arrange-

(*continued on next page*)

* The current Rate of Exchange is about £1 = $A 2.

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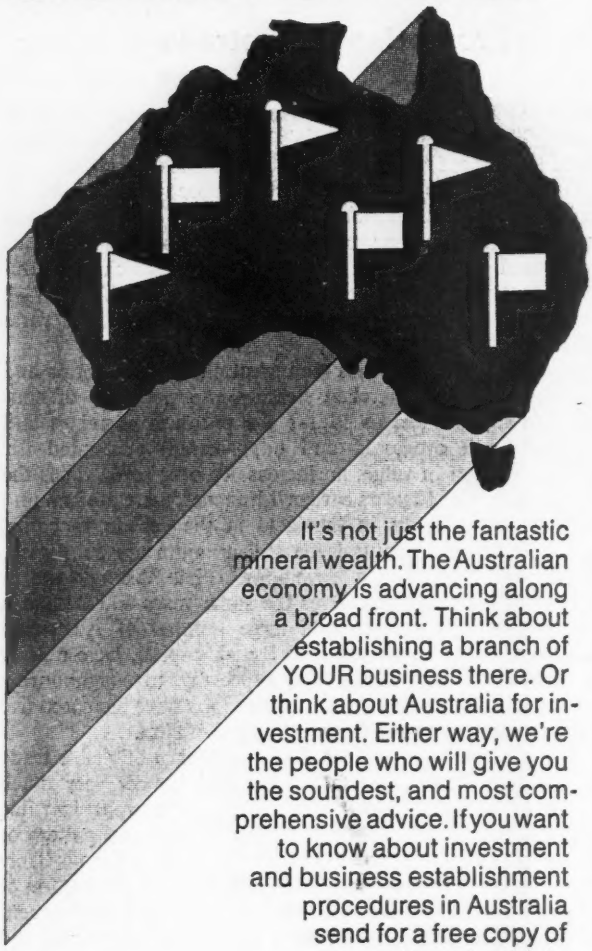

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ments for certain imports from New Zealand and the less developed countries. At present, just over 50 per cent of imports from all sources (and 65 per cent of imports from Britain) enter Australia duty-free.

When on February 1, 1973, Britain adopts the Common Agricultural Policy of the European Economic Community, she will accept obligations incompatible with those to Australia under the UK/Australia Trade Agreement, which is the basis for Britain's tariff preference, and the Agreement will have to be terminated. Thereafter, the preferences enjoyed by British imports into the Australian market will be in the gift of the Australian Government. The Australian and British Governments have agreed that there should be continuing close consultation to ensure that the inevitable changes consequent upon Britain's accession to the EEC will be made with the minimum of inconvenience to the traders of both countries.

As a first step in the process of adaptation, the preference of 7½ per cent at present enjoyed by British imports which enter under by-laws in the Australian tariff will end with effect from February 1, 1973, and all such imports from all sources will enter free of duty. Early in 1973, the Australian Government will consider two reports from the Tariff Board. One will cover 800 items where the general duty is 7½ to 12½ per cent and the preferential rate is free. The other will deal with about 1,000 items on which the margin of preference is greater than that which Australia is contractually required to extend. In considering these reports, the Australian Government will have two aims in mind. They will wish to identify the scope offered for cost savings to Australian industry, ie by reducing the general rate, and also to see where there might be possibilities for offering tariff reductions as part of the multilateral trade negotiations under GATT. In individual cases in the 1,000 item reference it may be decided to leave the rates unchanged (until a full Tariff Board report is available) or to reduce the general rate to, or towards, the preferential rate.

Since May last year, the Tariff Board has also been carrying out a general review of the tariff starting with those areas of high protection which have not been examined in recent years. The review is expected to take about six years to complete, but reports on individual industries will be issued separately as they are approved. A single rate of duty will apply to items covered by the industry-by-industry reports, and to most other Tariff Board reports released after February 1, 1973. The eventual result of these several measures will be the elimination of preferences on British exports to Australia.

Policy on overseas investment

On September 26, 1972 the Australian Prime Minister, Mr. McMahon, announced changes in the Government's policy

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over foreign investment in Australia. Investment from abroad in sensitive areas, such as banking, airlines and broadcasting, has long been restricted. Under the new measures, power is to be taken to enable the Government to act directly to prevent the takeover by foreign interests of any Australian company considered by the Government to be an 'economically strategic industry leader', or to be so large that its take-over would significantly affect the balance between Australian and overseas ownership and control of the industry concerned. Power is being taken to refer to an independent authority other foreign take-overs, judged by the Government to warrant detailed investigation to see whether they would be against the public interest. Mr. McMahon acknowledged the vital role that overseas investment had played in Australian development and made clear that it would continue to be welcome on fair and reasonable terms. He added that his concern was to see that overseas capital was employed in Australia 'in real partnership with Australian-owned capital'.

This is the background against which British manufacturers and exporters seeking to sell into Australia will have to operate in future. It is a growth market in which strong competition will be encountered from local manufacturers and other suppliers, in particular Japan, the United States and our partners in the EEC. Nevertheless, it is a market with requirements covering most of the goods and services that Britain is able to provide. There is a particular requirement for the capital goods and technology that will be needed for the expansion and development of manufacturing and service industries, and for those high-quality consumer goods which are in demand in prosperous communities. It is a difficult but by no means daunting challenge.

Some idea of the wide-ranging nature of the demand for imports in Australia, and Britain's recent performance in meeting it may be obtained from a study of the two following tables. Table 1 lists those products in which imports have shown the greatest percentage growth (over 50 per cent in all cases) in the past five years. It gives the value of imports in 1971-2 and the main sources of supply. Table 2 shows the imports in certain major commodity groups in 1971-2 and the relative shares of Britain, the United States and Japan.

The figures in the tables show clearly that Britain is still Australia's principal supplier of a number of important products and a major supplier, along with Japan and the United States, in many major commodity groups. Given their proven ability to trade successfully in highly competitive markets throughout the world, there is no reason why British firms should not maintain and improve upon this performance, despite the eventual loss of our preferences. It will not be easy. The competition, local and foreign, is ready and eager to take every advantage of the new tariff situation.

Effective representation at the point of sale will be vital. For those firms which have not already done so, now is the time to visit the market to review and if necessary adapt their methods of operation. The best of agents will need full backing over the next few years. In some cases, the additional support of a factory representative may be necessary, or perhaps the establishment of a local selling subsidiary. There may be no alternative to local manufacture. How this is done, whether by setting up a subsidiary, a joint venture or arranging for manufacture under licence, depends on the product and local conditions. But whichever course seems to be most appropriate, the right decision can only be reached by a careful evaluation by senior management on the spot. The Mission scheme provides valuable assistance to British exporters wishing to visit this market. Australia is going to see plenty of action in the next 10 years or so. Britain's share of that action will depend on decisions taken now.

TABLE 1

Commodity	Percentage increase in imports between 1967/8 and 1971/2	Value of imports in 1971/2 ($A million) Total	Main suppliers
1. Calculating and statistical punch card machines	156.4	75.9	US 32.0, UK 13.9, W. Germany 11.8, Japan 6.6
2. Clothing and accessories and footwear	118.6	75.2	Hong Kong 18.0, UK 10.7, Taiwan 8.2, Japan 5.3
3. Musical instruments and sound recorders	74.4	53.2	Japan 14.1, US 8.7, UK 5.5
4. Medical and pharmaceutical products	67.4	63.6	UK 18.0, Switzerland 14.7, US 11.1, W. Germany 10.3
5. Inorganic chemicals	63.0	42.7	US 15.1, Japan 8.6, UK 5.2
6. Printed matter	62.7	80.2	UK 38.1, US 24.7, Hong Kong 4.2, Japan 2.5
7. Passenger motor cars	60.1	147.3	Japan 61.4, UK 32.1, W. Germany 27.7
8. Paper (other than newsprint) paperboard and manufactures	54.7	83.7	US 20.1, UK 12.2, Canada 11.4, Japan 10.0
9. Non-metallic mineral manufactures	54.1	88.9	UK 22.1, Japan 19.5, US 12.2
10. Professional, scientific and optical goods, etc.	52.9	83.8	US 24.6, UK 23.4, Japan 14.2, W. Germany 10.7
11. Electric power machinery and switchgear	50.7	96.3	UK 32.5, Japan 18.9, US 18.8
12. Textile yarn and thread	50.7	52.3	Japan 19.7, UK 10.4, Hong Kong 3.5
13. Textile and leather machinery	50.3	43.6	UK 12.8, W. Germany 7.3, Switzerland 6.8, Japan 6.0
14. Dyeing, tanning and colouring materials	50.3	26.9	UK 8.9, W. Germany 5.6

TABLE 2

Commodity	Value of imports in 1971/2 ($A million) Total $A million	UK	US	Japan
Machinery other than electric	717.2	199.2	232.9	74.1
Machinery electric	291.7	78.7	59.4	58.5
Vehicles, accessories and parts	293.9	77.4	53.2	85.1
Chemicals (including pharmaceuticals)	297.1	105.1	119.6	42.7
Textiles	306.2	45.7	21.0	106.1
Metals and metal manufactures	246.2	56.1	32.0	90.8
Photographic and scientific equipment	136.3	31.8	36.2	14.2

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British construction work overseas 1971/72

Contributed by the Department of the Environment

General

In the year ended March 31, 1972 about one hundred British building and civil engineering firms won new contracts overseas, worth £300 million, at current prices. This was £11 million below the level achieved in the previous year (see Table 1 totals below), and £41 million below the peak level achieved in the year ended March 31, 1970. The value of overseas work actually done however during the year continued to rise, reaching a new record level of £320 million, at current prices, as compared with £274 million in 1970/71 and £220 million in 1969/70. The value of overseas earnings by United Kingdom construction firms rose by £10 million in the year ended March 31, 1972 to about £54 million. When the overseas earnings of the related professions of consulting engineers, architects and surveyors are included, together with the earnings from the direct investment of United Kingdom parent construction companies in overseas branches and subsidiaries, the total net contribution to the United Kingdom balance of payments by the construction industry was just over £100 million in 1971/72. The value of work outstanding fell by £30 million during the year to £360 million at the end of March 1972.

Two of the trading areas in Table 1 showed an increase in the value of new contracts obtained during the year ended March 1972. By far the largest increase occurred in the European (non-Sterling) area excluding the EEC, where £41 million worth of new contracts were obtained, as compared with £15 million for the year ended March 1971. The Dollar area also showed an increase in the value of new contracts, but the small sum (£1 million) involved did little to reverse the heavy (£24 million) drop in new contracts won in this area between 1969/70 and 1970/71. The EEC area, where contracts are especially difficult to obtain, experienced a fall of £2 million, and the Sterling Area a fall of £6 million.

By geographical areas the most encouraging sign for British contractors in this period lay in their success in Europe, a continent in which contracts are won in the face of especially strong international competition. During 1971/72 the value of new contracts obtained in Europe rose to £52 million, compared with £37 million in 1970/71. As may also be seen from the geographical area analysis at Table 2, the other continent which showed an increase in the value of contracts obtained during the year ended March 1972 was Oceania (including Australasia), where there was an increase of £4 million to £41 million. The value of new contracts obtained in the Western Hemisphere (including North and South America) remained steady at £72 million. Both Africa and Asia showed decreases.

(continued on next page)

TABLE 1. NEW CONTRACTS OBTAINED AND WORK DONE* BY TRADING AREAS: 1970 TO 1972

£ million (current prices)

Trading Areas	Total value of new contracts obtained in the year ending			Estimated value of work done during year ending			Value of work outstanding at		
	March 31, 1970	March 31, 1971	March 31, 1972	March 31, 1970	March 31, 1971	March 31, 1972	March 31, 1970	March 31, 1971	March 31, 1972
		R	P		R	P		R	P
Sterling	179	190	184	117	168	195	213	242	237
Dollar	71	47	48	64	52	53	47	43	27
European (Non-sterling)	26	20	44	12	14	29	26	14	57
of which EEC	7	5	3	6	6	5	6	7	4
Remainder	65	54	24	27	40	43	61	91	39
Total	341	311	300	220	274	320	347	390	360

R = Revised
P = Provisional
* These figures include the contracts won and work done by wholly or mainly owned subsidiaries of British construction companies.

TABLE 2. NEW CONTRACTS OBTAINED AND WORK DONE* BY GEOGRAPHICAL AREAS: 1970 TO 1972

£ million (current prices)

Geographical areas	Total value of new contracts obtained in the year ending			Total value of work done year ending			Total value of work outstanding at		
	March 31, 1970	March 31, 1971	March 31, 1972	March 31, 1970	March 31, 1971	March 31, 1972	March 31, 1970	March 31, 1971	March 31, 1972
		R	P		R	P		R	P
Europe	48	37	52	19	27	33	44	47	66
Asia	80	70	60	52	65	90	77	89	59
Africa	53	95	75	41	71	73	52	88	84
N & S America and Western Hemisphere	120	72	72	80	75	87	94	85	66
Oceania	40	37	41	28	36	37	79	81	85
Total	341	311	300	220	274	320	346	390	360

R = Revised
P = Provisional
* These figures include the contracts won and work done by wholly or mainly owned subsidiaries of British construction companies.

Low-priced flats being system-built by Laing Iberica SA at Santa Perpetua de Moguda, near Barcelona.

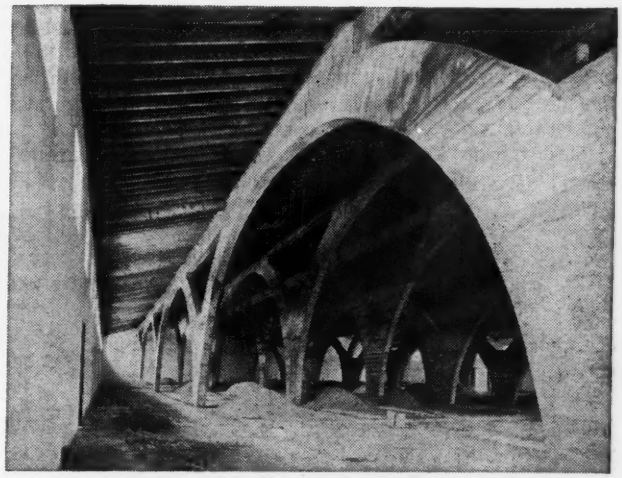
Fewer than ten new firms entered the field of overseas construction during the period under review. None of these firms obtained any really large contracts, with the major orders again being won by well established overseas contractors. This position is underlined by the fact that the 20 firms with the largest value of new contracts (all of which were well established firms), accounted for over 80 per cent of the total value of all new contracts obtained during the year—with the top six accounting for over 50 per cent of these contracts.

During the year ended March 1972 British building and civil engineering firms were active in some 108 countries throughout the world. Details of some of the major overseas contracts obtained by British contractors during 1971/72 are given in the remainder of this article.

Europe

British building and civil engineering firms have always encountered difficulties in breaking into European markets. Although the demand for the skilled services of British professionals (consulting engineers, architects and surveyors) is always high in this area, British construction firms have met strong international competition where actual contracts are concerned. During 1970/71 British firms had consolidated their hard won position in Europe, and in the year ended March 31, 1972 they increased the value of contracts obtained by £15 million to a total of £52 million. Fewer new contracts were won in the EEC and EFTA areas, together with Romania and Malta, while Turkey, USSR, Gibraltar, Spain and Poland accounted for the major part of the increase between 1970/71 and 1971/72.

British construction firms were again active in Eastern Europe gaining over £10 million worth of new contracts. The largest contract won in this area was awarded to Constructors John Brown Ltd. This contract, valued at £7$\frac{3}{4}$ million, has been awarded by v/o Techmashimport for the design, and engineering of an ethylene pipeline system in the European USSR. The system will link the ethylene plant of the major petrochemical complex at Nijnekamsk with Kazan and Ufa. The main



Traditionally shaped concrete bodegas being constructed by Laing Iberica SA for a Spanish brandy producer.

feature of the system will be two integrated pipelines—8 in. in diameter—covering 475 miles. Another major contract obtained in Eastern Europe has been awarded to an international team headed by Woodall-Duckham Ltd. The contract, worth in total over £5 million, was awarded by Polimesc, the Polish Government buying agency, and relates to a caprolactum plant to be built at Pulawy near Warsaw. Won against strong international competition, especially from Japan, the contract covers the design, supply and commissioning of a plant to produce 50,000 tons of caprolactum per year. Part of the product will feed a new nylon works producing Nylon 6, a basic material for the Polish textile industry.

Laing Iberica SA leads the list of British firms operating in Europe, having gained several major contracts in Spain. The most valuable of these contracts is for a further section of the Bilbao to Behobia Autopista; the motorway along the coast of

(*continued on next page*)

Northern Spain. The contract, worth £6 million, has been awarded by Europistas SA, the concessionaire company for the project. This is the fourth section of this motorway to be awarded to Laing, whose contracts to date amount to 13 miles (21 km.). Laing Iberica SA has also been awarded two large contracts for hotels in Spain. The first contract, worth £3.5 million, was awarded by Alcumeria Hoteles SA for a five-star 750-bedroom hotel at Dalias near Almeria. This hotel is the first phase of a £200 million tourist development planned for the site over the next 15 years. The second contract, worth £3 million, was awarded by Marbemont SA for a five-star 500-bedroom hotel in Marbella. The hotel consists of a 12-storey star-shaped tower and is scheduled for completion by March 1973. A £2 million contract, the first part of a £6 million project, has been awarded to Laing Iberica SA for system building Spanish flats. Storiform, the method of system building developed by the Laing Group in the United Kingdom, will eventually provide 4,500 low-priced flats over the next seven years at Santa Perpetua de Moguda, near Barcelona (see photograph on page 295). In addition Laing Iberica SA have won contracts worth nearly £1 million for the construction of traditionally shaped concrete bodegas for a Spanish brandy producer (see page 295), and for a massive concreting job at the NASA tracking station near Madrid.

Africa

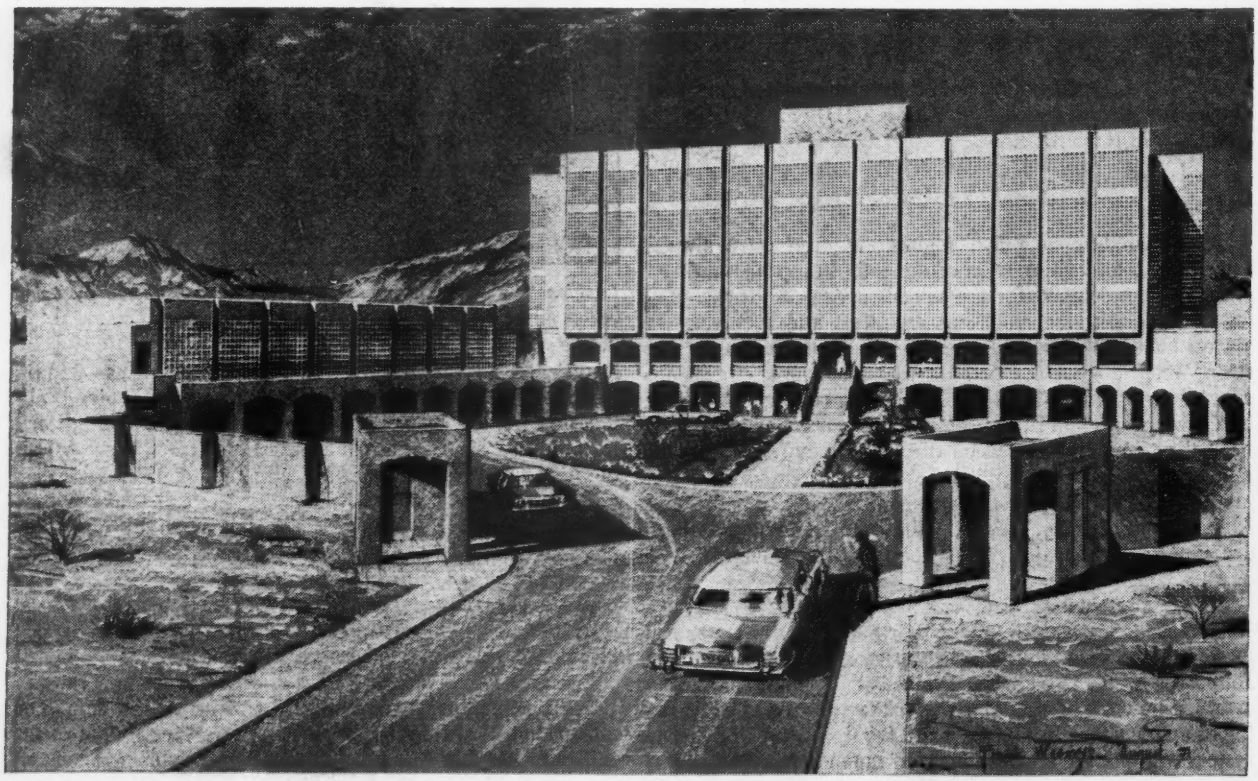
The British construction industry again had a good return of new contracts obtained in the Continent of Africa during 1971/72. Although the value of new contracts obtained in this area fell by £20 million from this very high level in 1971 to £75 million, they still remained high in comparison with the years before 1971. Africa was again the continent with the highest total value of overseas contracts.

Balfour, Beatty and Co. Ltd. (a member of the BICC Group) have been awarded a contract worth approximately £17 million to undertake civil and mechanical construction work at the Chambishi Copper mine in Zambia. The contract was awarded by Roan Consolidated Mines Ltd., and the work will include the extension of the metallurgical buildings and the installation of crushing plant, flotation plant, head frame and winding plant with ancillary services. Costain Civil Engineering Ltd. have been awarded a £2.4 million contract by the Government of the Seychelles for the second stage of the redevelopment of the town and port of Victoria. The work comprises a 215-metre long deepwater concrete quay supported on tubular steel piles, a schooner berth of similar construction, a two-storey port terminal building and a number of goods sheds and stores. The contract, which is to be supervised by Sir William Halcrow and Partners, also includes the construction of a new power station and sewerage works.

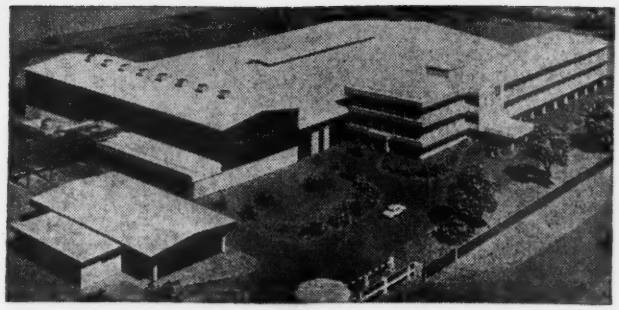
The Mitchell Construction Company (Proprietary) Ltd. have been awarded two contracts in Johannesburg. The largest contract, worth approximately £2 million, is for the construction of a 22-storey office block in the Marshallstown district of Johannesburg. The second contract worth nearly £1 million is for the construction of a residential building near the Jan Smuts Airport, Johannesburg. The work will provide a large single-storey dining and administration hall, attached to four dormitory blocks, three of four storeys and one of five storeys, for the use of apprentices employed in the area.

The Mowlem Construction Co. Ltd. have again been active in Kenya, winning two contracts. The first contract worth about £1.5 million has been awarded by the Government of Kenya for the construction of a road between Dagoretti and Ndenderu, a distance of 26km (16½ miles). The work will take two years to complete. The second contract is worth over £1 million for building the infrastructure for the Broderick Falls Pulp and Paper Mill 240 miles north-west of Nairobi, and will take 18 months to complete.

John Howard and Co. Ltd. have been awarded a contract by the Government of the Republic of Botswana for the construction of Government housing at the new Selebi-Pikwe Township in Botswana. The contract, valued at approximately



Artist's impression of Government offices to be built in Oman by George Wimpey and Company, under an £836,000 contract.



Model of the pharmaceutical plant recently completed by Taylor Woodrow for Beecham Research (Private) Ltd. on the Jurong Industrial Estate, Singapore, under a £4.4 million contract.

£1,300,000 is being carried out for the Ministry of Finance and Development Planning, Botswana, and includes the construction of 258 houses, 48 single quarters and 48 maisonettes. The work is due to take 27 months. Consulting engineers for the project are Sir Alexander Gibb and Partners of London, in association with Gibb, Petermuller and Partners of Athens. Also at Pikwe, Tileman and Co. Ltd. are in the process of building a 153-metre high chimney, for approximately £300,000, at the location of Barmangwato Concessions Ltd's grass roots smelter complex.

The Middle East

The value of new contracts obtained in the Middle East amounted to some £42 million in 1971/72. This figure represents a fall of £13 million over the peak figure of £55 million achieved during 1970/71. The value of work done in this area, on the other hand, rose by £24 million to £68 million.

An Anglo/German Consortium, comprising Tarmac Construction Ltd., Dr. Ing Trapp and Company Construction GmbH and E. Heitkamp GmbH, has been awarded a £7 million contract by the Government of the Yemen Republic. The contract mainly consists of upgrading and realignment of the Sana'a to Taiz Highway, a distance of 256 Km (159 miles) and includes extensions to the Sana'a Airport. Tarmac will have the largest financial interest, some 40 per cent, and will be the co-ordinating contractor. Tarmac Construction Ltd. have also been awarded two other large contracts in this area. The first, valued at £4.2 million, in Qatar for the complete engineering, procurement, construction and commissioning of a cement plant for the Qatar National Cement Company at Umm Bab. Tarmac Construction have retained Blue Circle Group's Consultant Services Division as specialist cement advisers on the 27 month project. The second, valued at £1.2 million, in Muscat, is for civil engineering works at Makullah Naval Base for the Department of Defence, Sultanate of Oman. The work will consist of building an 800-ft. long quay wall, a slipway, a 1,200-ft. long, 10-ft. wide access road and carry out reclamation and dredging during the 12 month project.

Costain Civil Engineering Ltd. have been awarded a £5.1 million contract by the ruler of Dubai, His Highness Sheikh Rashid Bin Said Al Maktoum, to reclaim 130 hectares of land at Dubai in the Arabian Gulf. The reclamation involves the construction of a 13,000 ft. long seawall in an area of shallow water from the mouth of Dubai Creek running northwards. The wall will run 1,000 ft. from, and parallel to, the existing shoreline. The reclamation of the land behind the sea wall will be achieved by using nearly 7 million cubic yards of sand fill. About 2.7 million cubic yards of this sand will be obtained from dredging and the remainder will come from sand dunes behind the coastal strip. George Wimpey and Co. Ltd. have gained a contract worth £836,000 for Government offices in Oman from the Sultanate's Department of Planning and Development (see page 296). In Saudi Arabia G. N. Haden and Sons Ltd. have won two contracts totalling over £1.75 million. The first, worth £1 million, is located at the new Specialist Hospital, Riyadh, and the second, worth £750,000 for Phases II and III at the Dhahran Academic Campus. Balfour Kilpatrick have won a number of contracts in the Middle East worth over £2 million.

Oceania (Australasia, etc.)

During the year ended March 1972 Oceania (comprising mainly Australia and New Zealand) was the only continent, other than Europe to increase the value of new contracts obtained compared with the previous 12 months. The value of new contracts obtained in this area amounted to £41 million during the period under review, as compared with £37 million in the previous years. Several British firms were active in this area.

The largest contract to be awarded in Australia during 1971/72 has been won by Woodall-Duckham. The contract, the largest ever let by the Metropolitan Water Sewerage and Drainage Board, Sydney, is for completion of the Board's Malabar sewage treatment plant and is valued at £4.5 million. Costain (Australia) Pty. Ltd. part of the British Costain Group, have again been active in this area, obtaining several major contracts. The largest of their contracts, worth £2.3 million, is to build a 24-storey office block in Melbourne for Centrovincial Estates Pty. Ltd. The building, to be known as Southpoint, will have reinforced concrete slabs, columns and beams. Architects for the project are McIntyre, McIntyre and Partners Pty. Ltd. Costain (Australia) Pty. Ltd. have a £1.7 million contract for the construction of a three-storey shopping complex in Frankston, Victoria which together with several smaller contracts total over £6 million.

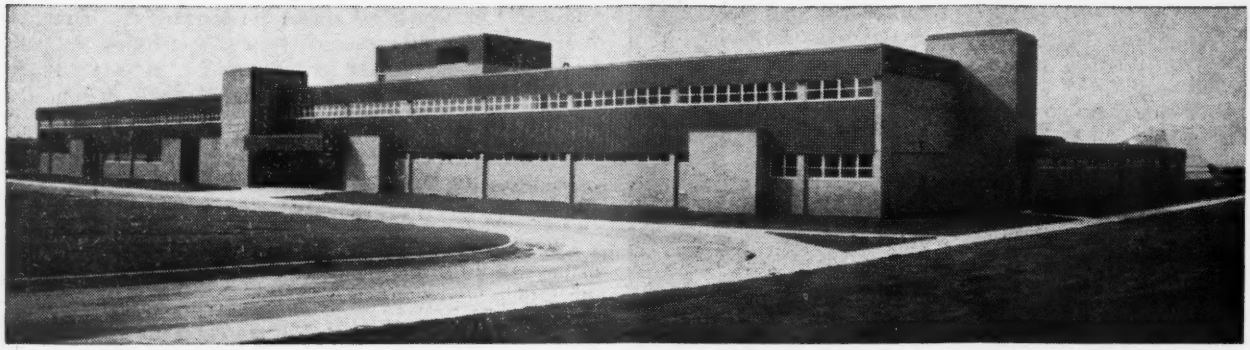
Taylor Woodrow International Ltd. have been awarded contracts worth over £3.5 million by the Commonwealth Department of Works of Australia. The contract is to construct a 9,000-ft. long rock mole and a 2,000-ft. long bridge at Cockburn Sound, Western Australia. The project will complete a link between Garden Island and the mainland and will follow on a 2,100-ft. long mole and a 1,000-ft. long trestle bridge recently completed by Taylor Woodrow.

Cubitts (New Zealand) Ltd. have been awarded a £1.1 million contract for extensions to the existing passenger terminal at Nadi International Airport, Fiji. The project is intended to treble the size of the existing terminal in order to cope with the ever-increasing flow of tourists into Fiji. The extensions are scheduled for completion in September 1973. G. N. Haden and Sons Ltd. won two contracts in Australia worth a total of £1.2 million.

Far East

Taylor Woodrow Ltd. have been awarded a £4.4 million contract in Singapore to design, construct and equip a new pharmaceutical plant for Beecham Research (Private) Ltd. The plant recently completed is situated on a 12-acre site on the Jurong Industrial Estate. The complex consists of steel-framed process and pharmaceutical buildings with a joint floor area of 96,500 sq. ft., a three-storey concrete-framed laboratory and office block with a floor area of 34,000 sq. ft. together with a separate pharmacology laboratory and solvent recovery plant and tank farm. A maintenance workshop, boiler house, water pumphouse, sub-station and an effluent treatment plant are also included as part of the project (see illustration on this page). Taylor Woodrow have also been awarded a smaller contract, worth £250,000 in Malaysia. The contract has been awarded by J. and P. Coates (Malaysia) Sdn. Bhd. for the construction of a sewing thread factory in the state of Penang.

The Mowlem Construction Company Ltd., in a joint



The Brampton Vocational School, at Brampton, Ontario, recently completed by the Mitchell Construction Company (Canada) under a contract worth nearly £1.2 million.

Artist's impression of the 390-guestroom hotel to be constructed by the Higgs and Hill Group, under a £4 million contract, in Kingston, Jamaica.

venture with the Italian-Thai Development Corporation of Bangkok and August Prien of Hamburg, have been awarded a contract, worth about £9 million to improve facilities at Klongtoi Harbour, Bangkok. The scheme involves the building of quay walls, pavements, transit sheds, and a bridge over the Khong Phra Kanong. The contract also involves major earth works and the laying of railway tracks, in addition to the construction and installation of a checking post, weigh bridges and ancillary works. The work is scheduled to take just over three years to complete. George Wimpey and Company Ltd. have received a contract worth £160,000 to surface the roads of Hong Kong's cross harbour tunnel. The work, which involves around 60,000 square yards of rolled asphalt surfacing to main tunnel carriageways, approach roads and ramps, necessitates sending an asphalt plant and other equipment together with a team of staff and technicians from the UK.

North America

During the year ended March 31, 1972 there were no really large contracts obtained by British firms in the USA. In Canada, however, British firms had a good year—obtaining in excess of £40 million worth of new contracts.

The Mitchell Construction Company (Canada) have been awarded several large contracts in Canada. The largest contract, valued at approximately £4.4 million, has been awarded by the Art Gallery of Ontario for a major expansion scheme to the existing gallery in Dundas St. West, Toronto. The work comprises three additional four-storey blocks in in situ and precast concrete, and the overall effect of the project will be to increase the gallery's available area from 5,800 square metres to 20,300 square metres. The Mitchell Construction Company (Canada) has also been awarded a contract worth nearly £1.2 million, by the Peel County Board of Education of Mississauga, Ontario, for the construction of the Brampton Vocational School, Brampton, Ontario. The project, which was recently completed, has added to the increasing number of educational construction contracts awarded to Mitchells. In addition the Mitchell Construction Company (Canada) have been awarded several smaller contracts in Canada totalling around £2 million.

Bovis Corporation Ltd. of Toronto, the Canadian subsidiary of the Bovis Group, have been awarded a share of an £8.7 million contract to deepen and widen an 18-mile channel on the St Lawrence Seaway into Quebec City. The project, a joint venture between Bovis, Marine Industries Ltd. of Montreal and J. P. Porter of Montreal, will clear the Quebec City harbour to take ocean vessels of up to 100,000 tons.

Laing Construction and Equipment, a member of the Laing Group, have been awarded contracts worth a total value of over £350,000 to build a pulp mill for the Procter and Gamble Company of Canada at Grande Prairie, Alberta. British Insulated Callender's Construction Company Ltd. have received a contract worth over £100,000 from the Iron Ore Company of Canada to renew the overhead catenary system for its existing automatic train operation at Labrador City and provide additional cantenary for an expansion of the system now being built.

The Caribbean Islands

The Higgs and Hill Group have obtained two large contracts in the Caribbean. The first contract, valued at £4 million is for the construction, furnishing and equipping of a 390 guestroom hotel in Kingston, Jamaica, for Kingston Waterfront Hotel Company Limited. The second contract, valued at £2 million, is for the development of facilities at Golden Rock Airport on St. Kitts.

Cementation Overseas Construction Ltd., a member of the Trafalgar House Group, have been awarded a contract, worth £3.3 million, to build a luxury hotel at Ocho Rios, Jamaica. The 11-storey hotel will contain 357 double bedrooms each complete with its own balcony and bathroom.

George Wimpey and Co. Ltd. have won two contracts in this area aggregating in excess of £400,000 to build a junior school in Trinidad, and a bank in the Virgin Islands.

Forty orders taken by British company at Sailboat Show

From the British Consulate-General, Los Angeles: For the third consecutive year a British group of manufacturers exhibited at the annual Long Beach Sailboat Show under the Joint Venture sponsorship of the BOTB. This show caters exclusively to the sailboat enthusiast and attracts one of the most consistently knowledgeable and discriminating public audiences to be found anywhere in the world.

Over 120 exhibitors took part in the show, which was attended by well over 60,000 visitors. On display were a wide selection of large locally-manufactured luxury sailing cruisers, catamarans, dinghies, inflatable craft, marine engines, etc. as, well as a complete range of marine hardware, accessories and clothing. A daily schedule of lectures, discussion panels and films on various aspects of sailing, racing and design added to the overall interest of the show for the enthusiast.

The British success story of the show must belong to Quantock Marine Enterprises, whose managing director, Mr. Pete Beard, spent the whole of the 10 days explaining to a stream of interested inquirers the merits and method of operation of his company's unique, low-cost, self-steering wind vanes.

Firm orders for vanes

Although Long Beach is not generally regarded as a selling show, QME took over 50 firm orders for vanes as well as 40 orders for their new jib furling gears. In addition to this their US agent, Import Marine Sales, anticipate that many subsequent orders will follow the exposure that the show afforded the QME gear. As Pete Beard commented about his first appearance at Long Beach: 'This is the best show I have ever attended from the point of view of selling. I can't praise it enough and I certainly anticipate returning next year.'

Similar praise for this year's show was expressed by Mr. Mike Henderson, the managing director of Henderson Pumps Ltd. (who exhibited his company's bilge pumps together with the M. S. Gibb range of winches and sailboat hardware), who said of his return to the Long Beach Show: 'This is still one of the best public sailboat shows in the world and has proved very worthwhile for us.'

The stands of the other two British companies taking part in this Joint Venture—Jack Holt Ltd. (exhibiting a selection from their well-known range of marine hardware, spars, and clothing) and Peter Storm (Waterproofs) Ltd. (displaying their colourful and attractive lightweight foul-weather clothing and accessories) —were manned by the local representatives of each company. Both felt that they had received far more consumer inquiries than before and planned to return in 1973.

All the indicators at this show point to a considerable increase in consumer expenditure on recreational boating in California for next year. Any British manufacturer interested in sharing in this affluent market is unlikely to find a better way of exposing his products to a concentrated selection of potential buyers than at the Long Beach Sailboat Show.

US packaging-machine industry optimistic about prospects for the coming year

From the British Consulate-General, Chicago: The recent Packaging Machinery Exposition held at McCormick Place, Chicago, proved to be a profitable show-place for the eight British packaging-machine manufacturers participating in the event under joint sponsorship of the British Overseas Trade Board and the British Institute of Packaging.

Packaging-machinery manufacturers, catering to a $21 billion industry, are highly optimistic about the coming year. The general opinion of exhibitors indicated that the number of serious buyers in attendance has the highest in the highest in the history of the show. This was borne out by the number of machines that were sold off exhibitor's stands around the exhibition hall.

Estimates indicate a $33 million market for imported machinery for 1972, an increase of 5 per cent over 1971, which was a slow year for the industry in general. Long-term estimates for the import market indicate an estimated $40 million sales volume by 1975 for imported machines from all sources. British manufacturers can expect continued interest from American buyers in this period and may well look forward to continued growth in this sales volume.

The British display, covering 3,200 sq. ft., was the only overseas representation of any size, and the exhibitors made their presence felt by demonstrating their ability to keep pace with the latest technical advances in packaging machinery with direct sales of approximately £45,000 and forecast future sales estimated at £495,000. The British contingent generally considered the show a success. Together they received approximately 950 serious inquiries, and in many instances where the companies did not have American representatives, discussions with potential agents and distributors resulted from their participation in this show.

New check-weighing machines

British equipment on display included two new check-weighing machines by Hunting Engineering Ltd. C. A. Harden introduced a new doctoring machine as well as the latest version of the company's slitting and rewinding unit. Bottle cleaning, child-proof capping, and tablet-counting machines were among the new equipment introduced by C. E. King Ltd. Printing presses shown by Hall-Kelly once again attracted a lot of attention. The American agent for J. and H. Rosenheim indicated an exceptionally busy year ahead for the company's range of industrial stapling equipment.

The Jacob White (Packaging) Ltd. display included a horizontal cartoning machine which erects, loads and closes cartons with either a glued or tuck-in closure. Another old hand in the US market—Newman Labelling—exhibited automatic cappers and capwadding equipment as well as a newly developed labelling machine. Arthur F. Organ, a relatively new company, had a most successful first visit to the United States selling six of their automatic comparative weigh/counter machines.

Happy with results

Apart from the Joint Venture exhibitors, other British companies using the facilities of existing agents were extremely happy with the results of their participation. Three companies in particular displaying metal-detector units were very pleased with the results of the show and are looking forward to substantial sales of their equipment.

There is little doubt that this show was a success and the trade buyers visiting the British stands were most impressed by the quality of the products on display and the ability of the company representatives to put their story across.

Trade press and technical magazines presented favourable reports on the British exhibits and the Institute of Packaging. The information stand, manned by Institute personnel, was kept busy with inquiries by American visitors wishing to keep abreast of technical publications in the United Kingdom. The next PMMI Show will be held in Atlantic City, October 1-4, 1973, inclusive.

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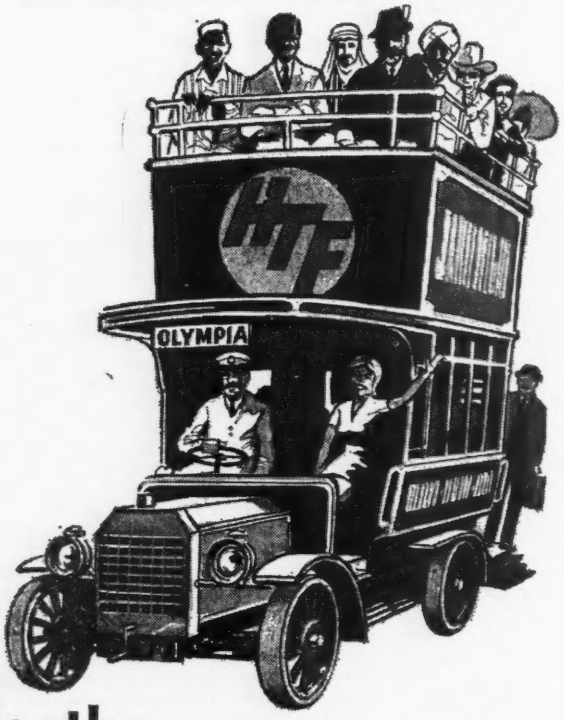

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Computer and office firms do well at Zagreb show

From the British Consulate-General, Zagreb: Ten British firms took part in a highly effective British Overseas Trade Board/Business Equipment Trade Association Joint Venture at Zagreb's recent fourth Interbiro (International Data Processing and Office Equipment).

In its short history this fair has become one of the most professional events of its kind in Yugoslavia. Provisional estimates show that something under 100,000 people visited the fair, mainly specialists and experts seeking new equipment and ideas. Most exhibitors found themselves more than usually occupied in dealing with searching technical questions and serious business inquiries.

Two of the British exhibitors, Rank Xerox and International Computers Ltd., had separate stands in the photocopying and computer halls, the remaining eight formed part of the BOTB/BETA stand. Addressograph-Multigraph who showed addressing and data-collecting equipment and composing machines said they had a fairly quiet fair, but their ADMEL Division which showed off-set duplicators, and diasocopiers reported any number of serious inquiries.

Block and Anderson Ltd. showed duplicators, thermal copiers, overhead projectors and off-set platemakers, all of which evoked considerable interest. They booked substantial orders during the fair. De La Rue Instruments Ltd. presented a sophisticated range of cash dispensers, bank-note-counting machinery, coin sorters and wrappers and accelerated cash terminals. All these items were in almost constant use during the fair, and the stand was well visited.

Mr. Barry Moutrey, De La Rue Instruments' export sales manager, reported sales of equipment to numerous branches of the Yugoslav Social Accountancy Service. Negotiations are in progress for further sales of coin-sorting and wrapping machinery to the National Bank of Bulgaria, whose officials made a special trip to Zagreb for Interbiro. Discussions are also in progress with the Belgrade Bank, Yugoslavia's second largest commercial bank for the purchase of accelerated cash terminals.

Fordigraph Overseas Ltd., at Interbiro for the first time, reported a good response to their duplicators, projectors, copiers, paper folding machinery and document shredders.

In particular, the document shredders aroused interest at Interbiro, particularly as Fordigraph is prepared to consider manufacture under licence here and intend to study the market in depth in the near future to find a suitable partner.

Gestetner duplicators are already very well known on this market, and the range exhibited at Interbiro brought Yugoslav buyers up to date with what is new in this field. ICL showed their range of electronic data-processing equipment and demonstrated actual accounts being processed from their installation at the Zagreb Electricity Board's computer centre.

Similarly Letraset's already dominant position in the instant-lettering market was enhanced by their colourful stand next to the BETA office. Multitone Electric Co. Ltd.'s UHF and VHF selective paging systems for use in factories, hospitals and other large installations showed Yugoslav buyers the latest equipment in this sophisticated field.

Business Press International's range of technical books on computer technology and allied subjects from the main British business publishers added a good touch to the British stand, and serious inquiries, particularly from university faculties, were numerous.

Rank Xerox's own stand in the copying hall was a hive of industry. The large British team, several of whom speak Serbo-Croat, found themselves fully occupied with steady streams of visitors anxious to view the latest in xerographic copying and duplicating equipment.

Marketing seminar held in Budapest

From the Commercial Department, British Embassy, Budapest: The Hungarian and London Chambers of Commerce together staged a marketing seminar at the Duna Intercontinental Hotel, Budapest in October. Over 200 Hungarian businessmen and officials attended a series of lectures given by several representatives from British firms.

Mr. Leopold Friedman, deputy chairman of the Hungarian section of the London Chamber of Commerce and Mr. János Gémes, the chairman of the British Section of the Hungarian Chamber, acted as co-chairmen throughout the event. There was discussion after individual lectures, and in an open forum prior to the close of the seminar the British visitors and Hungarian business participants had a full exchange of views.

In his opening speech Mr. Ödön Kallos, the president of the Hungarian Chamber, referred to the large imbalance of trade in Britain's favour and indicated that the British section of the Hungarian Chamber were sponsoring a number of promotional events designed to assist Hungarian businessmen to enter markets in the United Kingdom.

Hungarian days in Birmingham and London

A SERIES of Hungarian Days, organised by the Hungarian Chamber of Commerce in conjunction with the Birmingham and London Chambers of Commerce and Industry, is to be held in Birmingham and London during November 1972.

In Birmingham a series of technical lectures and commercial discussions aimed at exploring the possibilities for industrial co-operation between Hungarian Industry and Midland Companies, will be held from November 20-23. Lectures will be on methods of trading with Hungary and on Hungarian Technology in metals, commercial vehicles, machine tools and telecommunications. In London lectures will be given in two parts, the first on November 22 on 'Trade with Hungary' and the second on November 23 on pharmaceuticals.

Inquiries about the London Days should be made to Forum Office, London Chamber (Tel. 01-248 4444 ext. 204) and about the Birmingham Days to the Hungarian Technology Promotion Office, Birmingham Chamber (Tel. 021-454 6171).

British stands attract interest at Paint Show

From the British Consulate-General, Philadelphia: Five British firms formed a third Joint Venture sponsored by the BOTB and the London Chamber of Commerce and Industry at the Paint Industries Show held in Atlantic City, New Jersey. This was the 37th annual show and the 50th anniversary meeting of the Federation of Societies for Paint Technology.

The British contingent once again found their stands a centre of interest for some 5,000 visitors to the show at which 120 exhibitors occupied 47,000 sq. ft. of space.

Elcometer Instruments Ltd. of Droylsden, Manchester, here for the fourth time, were displaying their range of coating-thickness gauges and porosity detectors, and also instruments for measuring adhesive and surface cleanliness of shot-blasted steels. Mr. J. C. Sellars, managing director, paused briefly at 300 in his counting of inquiries to inform us that a great deal of interest in Elcometer products were being shown by all sections of the industry.

Russell Finex Ltd. of London reported over 100 firm inquiries at this their second showing. They now ship almost 25 per cent of their export machines to the US market, with an additional substantial business in spares. Although their sieving and straining machines are now well known in the industry, Russell Finex see next year's Chicago show as a must.

Exhibiting for the first time this year were Jenag Equipment Ltd. of Waterlooville, Hants, Kek Ltd. of Macclesfield and the Paint Research Association of Teddington. Jenag, but for rules to the contrary, could have sold their entire exhibit of strainers off the stand at the beginning of the show.

Interest in Kek Ltd., mills and straining machines showed the need for greatly expanded coverage of the market. The Paint Research Association, who have an approximately 170 world-wide membership, are engaged on some 56 projects in a research programme for their members. The Association's representatives were hard pressed to keep up with the flow of questions from the public and prospective new members. Many of the latter felt that the Association offered several services which appeared to be lacking in similar US organizations; inquiries were particularly interested in their available laboratory facilities.

No less busy than any others, was the information booth of the London Chamber of Commerce and Industry manned by Mr. C. J. Land, leader of the British group, and his staff.

The estimated increase in sales of paint, varnishes, and lacquers in the US market in 1972 over 1971 is in the region of 7 per cent bringing total sales to some $3.2 billion. This does not include the area of putty, caulking and miscellaneous paint products. Shipments are expected to grow at an average rate of over 8 per cent to reach some $4.6 billion by 1975, and $6.4 billion by 1980. Next year's show which will be held in Chicago from November 14-17 and will be yet another opportunity for our American friends to do some instant shopping in Britain.

FIJI TRADES '72—November 20th - 30th.

An exhibition of Fiji products including canned foods and fruits, forestry products. clothing, jewellery, crafts etc.

Investment and Tourism services.

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EXPORT ORDERS

Brookes gain £¼ million order from Russia

BROOKES (Oldbury) Ltd., Oldbury, Warley, have received an order from Russia worth in excess of £¼ million for seven double internal tube-polishing machines.

The machines use continuous bands of emery cloth to polish two tubes at once at high speed. The finish produced in the bore is of the high quality needed to meet the exacting standards of the food, dairy, brewery and chemical industries. Brookes' range of tube polishers can handle tubes from 1 in. to 8 in. internal diameter and up to 60 ft. in length.

Salmet wins £½ million Iraq poultry-equipment contract

BACK in Britain after a successful nine-day tour of the Middle East is Mr. A. G. Walters, chairman and managing director of Salopian Industries (Metals) Ltd., Shrewsbury. In his pocket is a new contract for Salmet poultry equipment worth nearly £½ million.

In Baghdad he signed a contract with the state-backed General Poultry Co. to supply equipment for two additional egg-production complexes—one for 68,000 laying birds, the other for 304,200 layers and 114,000 rearing birds.

This is the second major contract in two years to be won by the company in Iraq, with the result that more than 1 million layers will now be housed there in British-designed and built Salmet laying and rearing cages.

Substantial rise in exports for Dunlop polymer engineering

EXPORT sales by Dunlop's Leicester-based Polymer Engineering Division during the first nine months of this year were 39 per cent higher than in the corresponding period of 1971 and will top £1.4 million by the end of the year.

This figure does not take into account the value of Polymer Engineering products sold by manufacturing units established overseas by the Division and by the Group, which, during the same period was £470,000—more than double that for the same period last year.

A high proportion of the Division's output is exported indirectly as components in cars, lorries and machinery made in the UK.

Whessoe furnace equipment for Sweden

WHESSOE Ltd. have won a series of orders valued in the region of £100,000 from Ashmore, Benson, Pease and Company Ltd. to fabricate and supply equipment for a new blast-furnace plant which Ashmores are building for the Swedish steel company Surahammars Bruks Aktiebolag at Spannarhyttan, about 50 miles north-west of Stockholm.

The contract embraces the fabrication and supply of equipment including two hot blast stoves which measure 5.89 m/7.11 m diameter by 29.1 m long and a dustcatcher vessel which when assembled will have an overall height of 17.8 m for a blast furnace which will have a hearth diameter of 5.5 m.

The units will be fabricated at both the Darlington and Stockton Works and trial assembled prior to shipment. This is the first contract of this nature that Whessoe have won.

British invention to protect Dutch giro

THE Dutch giro banking organisation, N.V. Bankgirocentrale, is to use Mastiff, the British electronic security system developed by Lewis Security Systems of Leatherhead to protect its massive computer installation in Amsterdam upon which the entire giro system depends.

A particular feature of the security system to be adopted by the Bankgirocentrale is the use of airport-style automatic doors at the entrances to the computer areas. The doors will automatically open upon the approach of an authorised entrant, provided that he is carrying a special Mastiff electronic token in his pocket. Each person authorised to enter any part of the security controlled areas will have his own individual token which will allow him access only to those areas specified in his authorisation. There are also extensive safeguards against theft or misuse of the tokens.

The Bankgirocentrale computer installation, which is one of the largest in Holland, includes a Burroughs B 6700, an IBM 370/135 and recognition-equipment optical-page readers. The extensive use of computers is fundamental to the entire operation of the Dutch giro system. For this reason, the Bankgirocentrale recognises that it has a special commitment to protect its computerised records and software, quite apart from the security responsibility.

Paramount African contract

A FURTHER contract has been negotiated with Fedmis (Pty.) Ltd. by APV-Paramount Ltd. for the supply of a furnace cell of tube assemblies that are to be installed in their ammonia plant at Milnerton, Cape Province, South Africa.

The contract, which is approximately £80,000 in value, also includes the supply of a proportion of the assemblies in an alloy that APV-Paramount have developed which exhibits higher strength and ductility properties in addition to resistance to thermal cycling.

A new finger pier at the Port of Singapore recently fitted out with specially compounded rubber fenders supplied by Dunlop's G.R.G. Division, Manchester. The special compound is highly resistant to sea water, sunlight and ozone.

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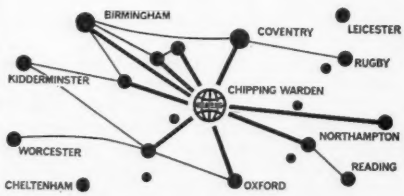

For further details telephone Chipping Warden 621 ext. 22.....

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Quota restrictions on imports of cotton and polyester/cotton textiles from Hong Kong

As has already been announced (*Trade and Industry*, November 9, page 271), agreement has been reached with Hong Kong on the level of their future exports to the United Kingdom of woven polyester-cotton textiles. Exports from October 1, 1972 have been subject to quantitative limits and a combined cotton and cotton/polyester quota for Hong Kong exports has been established. There will be no restrictions on imports of polyester/cotton yarn.

On and after November 20, 1972 individual import licences will be required for the import of these textiles from Hong Kong and from South Korea and Taiwan. A separate announcement will be made next week about the administration of the arrangements for South Korea and Taiwan.

Definitions

The quantitative restrictions applied to cotton and polyester cotton in 1972/1973 will cover most woven textiles including cloth, garments and made-ups. For the purpose of these controls cotton goods are those containing more than 50 per cent by weight of cotton and polyester cotton goods are those containing both cotton and polyester where the cotton content is 50 per cent or less by weight and the polyester content is 50 per cent or more by weight of the fibres other than cotton.

Overall quota for 1973

For the 12 months of 1973 the overall quota for exports from the United Kingdom will be 278 million sq. yd. composed of 202 million sq. yd. of cotton and 76 million sq. yd. of polyester-cotton. Hong Kong may however vary the amounts of cotton and polyester-cotton exported within the overall total, but in no case may they export more than 250 million sq. yd. of cotton (leaving a balance of 28 million sq. yd. of polyester-cotton) or 90 million sq. yd. of polyester-cotton (leaving a balance of 188 million sq. yd. of cotton).

Polyester/cotton quota arrangements for 1972 exports

For the last three months of 1972 a restraint level proportional to the 1973 level has been agreed. In practical terms this means that exports of polyester/cotton in the three month period are charged against the restraint levels in the following order:

a. 19 million sq. yd. to be charged against a polyester/cotton quota for 1972
b. a further 3.5 million sq. yd. to be charged against the existing cotton quota for 1972
c. any other exports will be charged by way of anticipation against the 1973 combined quota.

Categorisation of 1973 overall quota

The overall quota will be divided into 20 categories as shown on the following table. Within each category there will be restraints on the amount that can be exported of cotton and polyester-cotton respectively.

Administration of the 1972/73 quota

The combined quotas for cotton and polyester-cotton will be administered by the Hong Kong Government. Export licences will be required for the export of cotton and cotton-polyester textiles to the United Kingdom. Import Licensing Branch will issue import licences direct to importers on receipt by the Department of Trade and Industry from the Hong Kong licensing authority of a copy of their export licence for a particular consignment. Import licences will be issued freely and automatically within this quota limit and no application need therefore be made by importers.

Transferability

Those types of cloth and garments for which no specific category is listed in the table below are classified, if woven garments or made-ups, in category 22; if finished cloth, in category 12; and if grey, bleached or mercerised cloth, in category 7.

Any surplus quota in categories 13 to 21 inclusive can be added to the category 22 quota.

Any surplus quota in categories 8 to 11 inclusive can be added to the category 12 quota and any surplus quota in categories 3 to 6 inclusive can be added to the category 7 quota.

After such transfers as are described above have been made any surplus quota in category 22 can be added to category 12 quota and any surplus in category 12 can be added to category 7 quota.

Re-export

These arrangements do not cover any special arrangements for re-export.

Inquiries

Inquiries about licensing arrangements should be made to Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street,

CATEGORISATION OF COTTON AND POLYESTER COTTON TEXTILES

Category	Description	Tariff heading
GREY, BLEACHED OR MERCERISED CLOTHS		
3	Drills, jeans, gaberdines, twills and sateens	ex 55-09 ex 51-04 ex 56-07
4	Poplins	ex 55-09 ex 51-04 ex 56-07
5	Sheeting and shirting under 60 in. in width	ex 55-09 ex 51-04 ex 56-07
6	Sheeting and shirting 60 in. and over in width	ex 55-09 ex 51-04 ex 56-07
7	Grey or bleached fabrics nes	ex 55-07 ex 55-08 ex 55-09 ex 51-04 ex 56-07
FINISHED CLOTHS		
8	Sheeting, shirting, winceyettes, flannelettes, other raised, brushed or sueded fabrics other than printed, 60 in. and over in width	ex 55-09 ex 58-04
9	Corduroy	ex 58-04
10	Yarn dyed (including denim) under 60 in. in width	ex 55-09 ex 51-04 ex 56-07
11	Poplins	ex 55-09 ex 51-04 ex 56-07
12	Dyed, yarn dyed and printed fabrics nes	ex 55-08 ex 55-09 ex 58-04 ex 59-13 ex 51-04 ex 56-07
WOVEN GARMENTS AND MADE-UPS		
13	Woven trousers and breeches for men and boys	ex 61-01
14	Woven outer-garments for women, girls and infants	ex 61-02
15	Shirts and bodices for men and boys	ex 61-03
16	Woven under-garments for men and boys	ex 61-03
17	Woven under garments for women, girls and infants	ex 61-04
18	Handkerchiefs	ex 61-05
19	Towels	ex 62-02
20	Bed linen	ex 62-02
21	Gloves	ex 61-10
22	Made-ups and garments nes	ex 61-01 ex 61-06 ex 62-04 ex 62-05

(*continued on next page*)

HONG KONG IMPORTS

continued

London SW1 (tel: 01-222 7877 ext. 2611). General inquiries about the restraint arrangements should be made to Chemicals and Textiles Division, Department of Trade and Industry, 20th Floor, Millbank Tower, London SW1 (tel: 01-828 7777 ext 661 or 653).

Industrial plant for France: further £5 million credit

THE Export Credits Guarantee Department has guaranteed a loan of £5 million being made available by Midland Bank Ltd. under a line of credit arranged with Banque de Paris et des Pays-Bas. The facility has been set up to help finance contracts for industrial plant and similar capital goods between UK exporters and French buyers.

Approved contracts, which must have a value of at least £10,000, will be eligible for 80 per cent financing. Repayment terms will be related to the value of individual contracts, but will range from two to five years. Last month Midland signed a similar line of credit with Credit du Nord of France with ECGD backing (see October 26 issue, page 163).

Exporters interested in either of these facilities should contact either Mr. A. A. Jackson of ECGD (tel. 01-606 6699, ext. 324) or Mr. K. J. Clark of Midland Bank (tel. 01-606 9911 ext. 3507/3230).

The Import Duties (Temporary Exemptions) (No. 16) Order 1972

THE Treasury has made the Import Duties (Temporary Exemptions) (No. 16) Order 1972.

This Order provides for the temporary exemption from import duty, until the beginning of February 1, 1973, of fresh, chilled or frozen beef and veal.

The Order came into operation on November 4, 1972 and has been published as Statutory Instrument 1972 No. 1656.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London WC1 and branches (price 3p) or by post from HMSO, PO Box 569, London SE1 (price 5½p).

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Capital and Reserves	15,275,000	Deposits	136,000,000
Total Assets	191,350,000		Jordan Dinars
as at 30th June 1972	one Jordan Dinar (JD 1) = U.S. $2.80		

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Imports of polyester cotton textiles from Taiwan

THE notice reproduced below has been circulated to all known importers of polyester cotton textiles from Taiwan. If any importer has not received a copy, and either has imported polyester cotton textiles in the past or has current orders for these goods, he is asked to contact Chemical and Textiles Division, Department of Trade and Industry, 20th Floor, Millbank Tower, Millbank, London SW1 tel. 01-828 7777, ext. 661 or 653 for a copy of the form mentioned.

QUOTA RESTRICTIONS ON IMPORTS OF POLYESTER COTTON TEXTILES FROM TAIWAN IN THE PERIOD OCTOBER 1, 1972 TO DECEMBER 31, 1973

Definition

THIS notice covers quantitative restraint on woven textiles of polyester cotton and articles of clothing or made up goods manufactured from such cloth. Polyester cotton is defined as any woven fabric containing both cotton and polyester where the cotton content is 50 per cent or less and the polyester content is 50 per cent or more of the fibres other than cotton, both percentages being measured by weight.

General

Imports of the above textiles from Taiwan are to be subject to quantitative restrictions related to exports from Taiwan on or after October 1, 1972. The level of the quota for the first 15 months is at present under consideration by Her Majesty's Government. This will be related to the level of imports in the year ended March 31, 1972. In order to establish the current position of trade in these goods with Taiwan importers are asked to complete the enclosed short form. Any information given on the form will be treated as strictly confidential.

Licensing arrangements

The goods in question at present may be imported into the UK within the OGIL. The introduction of quantitative restraints will mean that, at a date to be announced, individual import licences will be required. Full details of the licensing arrangements that will then be necessary will be announced in a future notice.

Future orders

Pending a further announcement from the Department, importers would be advised not to place further orders with Taiwan for polyester cotton goods or fabric, and no guarantee can be given that it will be possible to license existing orders.

Hungary: decree on foreign investment

HUNGARIAN Government Decree No. 19 of 1970 which first opened, in principle, the possibility of foreign firms investing in 'economic associations' in Hungary, stated that the detailed regulations for the working of such associations would be promulgated in due course.

The decree states that economic associations with foreign participation can be set up either in the form of a joint stock company, a share company, a limited liability company, or a joint enterprise. The share of the foreign partner or partners must not generally exceed 49 per cent. The association must carry on its financial operations largely on the lines of the regulations governing Hungarian enterprises, but is exempt from some Hungarian industrial taxes. Both the foreign partner's share of the profits and 50 per cent of the wages of any foreign employees may be transferred abroad in convertible currency.The Hungarian National Bank may offer the foreign partner various guarantees covering *inter alia* the possibility of loss through state action.

The Minister of Finance has now published these regulations, and copies of the regulating decree, issued on October 3, can be obtained from the Department of Trade and Industry, Marketing Methods Section, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 477/354).

Consolidated list of goods subject to security export control—Amendment

THE ATTENTION of manufacturers and exporters is drawn to the following Amendment to the Schedule of goods which appeared in *Trade and Industry* for October 12, 1972. Reprints of that Schedule and of this Amendment will shortly be available from CRE 4 3d, Department of Trade and Industry, Room 714, Dean Bradley House, Horseferry Road, London SW1P 2AG (Tel. 01-799 5688, ext. 16 or 20).

M.L.18. (a) Delete letter 'a' in brackets.

M.L.18 (b) delete whole of entry and insert 'for vibration testing equipment see I.L.1362'.

M.L.20. Italicised Note: For 'Niobium-tantalum' read 'Niobium-titanium'

A.E.24. For 'A.E. 24' read 'A.E. 27'.

1091 (b) 1st line, add a comma after 'equipped'; 2nd line change 'capable' to 'which'; and in 2nd/3rd line change 'of being' to 'can be'.

1091 (b) (i) (2) : 3rd line for '330 mm' read '300 mm'.

1204 Explanatory Note: For 'Kilo Watts' read 'Kilo volts'.

1353 Italicised Note: 2nd line delete 'abd 1526 (c)'; put fullstop after '1526 (b)'.

1355 (a) (2) Deleted

1355 (a) Explanatory Note: Deleted

1460. (c) (iii): 2nd line change 'and' to 'or'.

1519.
1523. } Delete all of both items and insert the new 1519 below.

1519. Single and multi-channel communications transmission equipment, including terminal, intermediate amplifier or repeater equipment and multiplex equipment used for line or radio communications systems, and data modems making use of the aforementioned communications systems and associated multiplex equipment, as follows:

(a) Employing analogue transmission techniques with analogue input and output, including frequency division multiplex (FDM), designed to deliver, carry or receive frequencies higher than 150 KiloHertz into, or in, a communications system, **except** carrier communications terminals specially designed for power lines and operating at frequencies below 1,500 KiloHertz;

(b) employing digital transmission techniques with analogue input and output, including pulse code modulation (PCM), designed for use on communications circuits;

(c) data communications equipment employing digital transmission with digital input and output, including telegraphic and data transmission, having any of the following characteristics;

  (1) designed for operation at a data signalling rate in bits per second, excluding servicing and administrative channels, numerically exceeding either;

    (i) 1,200; or

    (ii) 65% of the channel (or sub-channel) bandwidth in Hertz;

  (2) Employing an automatic error detection and correction system having both of the following characteristics:

    (i) retransmission is not required for correction; and

    (ii) a data signalling rate exceeding 300 bits per second;

(d) Components, accessories, sub-assemblies and test equipment specially designed for the above equipment.

Explanatory Note: 'Data signalling rate' is as defined in ITU Recommendation 53-36, taking into account that for non-binary modulation, 'bauds' and 'bits per second' are not equal. Bits for coding, checking and synchronisation functions are to be included.

In the case of data communications equipment designed to operate in one voice channel, 'bandwidth' will normally be as defined in CCITT Recommendation, G.151, namely 3,100 Hertz. In the case of CCITT or CCIR voice frequency telegraph systems, 'bandwidth' may be considered as the number of channels times the channel spacing.

This item is not intended to cover:

(a) Telemetering, telecommand and telesignalling equipment designed fo industrial purposes, together with data transmission equipment not intended for the transmission of written or printed text and specialized parts, accessories and test equipment therefor. By telemetering, telecommand and telesignalling equipment is meant: sensing heads for the conversion of information, into electrical information the systems used for its long-distance transmission, the processes used to translate electrical information in coded data (telemetering), into control signals (telecommand), and into display signals (telesignalling).

(b) Facsimile equipment other than that embargoed under the Note to Item 1527.

Equipment caught by sub-item (a) *above, and components, accessories and sub-assemblies thereof, as follows:*

(a) *Equipment to be installed in circuits directly connecting densely populated industrial areas provided that the terminal and intermediate amplifier or repeater equipment has a capacity of no more than* 60 *voice channels of* 4 *KiloHertz each;*

(b) *Equipment specially designed for the transmission of television signals by cable between camera and studio or between studio and television transmitter not exceeding* 50 *miles for a link with respect to any one installation.* (*For radio relay links see Item* **1520.**)

Equipment caught by sub-item (a) *and* (c) *above, and components, accessories, and sub-assemblies therefor, provided that it is for other than submarine use, is to be permanently installed in a circuit operated by the civilian authorities of the importing country, and is to be used for civil television transmission* (*including closed circuit television*) *or for general commercial traffic as follows:*

(a) *Equipment designed to deliver, carry, or receive one monochrome or colour television signal with a maximum nominal video bandwidth of* 6 *MegaHertz and associated sound channels;*

(b) *Equipment designed to deliver, carry, or receive not more than* 1,920 *voice channels of* 4 *KiloHertz each;*

(c) *Data communications equipment with a data signalling rate in bits per second, excluding servicing and administrative channels, not numerically exceeding either* 4,800 *or* 160% *of the channel* (*or sub-channel*) *bandwidth in Hertz.*

1520. Change Item 1520 as follows, as a consequence of the combining of Items 1519 and 1523:

(b) (iii): For 'sub-item 1523 (a), read 'sub item 1519 (a)'.

Italicised Note (ii): For 1523 (b) and 1523 read 1519.

1523. Delete—(see 1519 above).

1526. Explanatory Note: As a consequence of combining I.L. 1519 and 1523, change last line of Explanatory Note of I.L. 1526 as follows:
For 'I.L. 1523' read 'I,L. 1519'.

1529. (a) (i): For '1 part in 10' read '1 part in 10".

1529. (b) (2): In line 2, for 'airlines' read 'air lines.'

1537. Complete Entry: Delete and replace with the following:
1537. Electromagnetic waveguides and components therefor, as follows:

(a) Rigid and flexible waveguides and components designed for use at frequencies in excess of 12.5 GigaHertz;

Items designed for use at frequencies between 12.5 *GigaHertz and* 18.0 *GigaHertz.*

(b) Waveguides having bandwidth ratio greater than 1.5:1;

(c) Waveguides components, as follows:

  (1) Directional coupler having a bandwidth ratio greater than 1.5:1 and directivity over the band of 20 decibels or more.

  (2) Rotary joints capable of transmitting more than one isolated channel or having a bandwidth greater than 5 per cent of the centre mean frequency;

  (3) Magnetic, including gyro-magnetic, waveguide components;

Items caught by c(3) *above required as replacement parts in specific civil equipment not exceeding the capability of that which can be exported under I.L.* 1501 *or I.L.* 1520 *Provided such parts do not up grade the initial performance of the equipment.*

(d) Pressured waveguides and specialised components therefor;

(e) TEM mode devices, using magnetic, including gyro-magnetic properties;

Items caught by sub-Item (e) *above required as replacement parts in specific civil equipment not exceeding the capability of that which could be exported under Item* 1501 *or Item* 1520, *provided such parts do not upgrade the initial performance of that equipment.*

(f) TR and anti-TR tubes and components therefor, **except** those designed for use in waveguides and having any of the following characteristics, which are in normal civil use for ground or marine radar:

  (i) operating at a peak power not exceeding 1,200 KiloWatt and at a frequency of 3.5 GigaHertz or less, or

  (ii) operating at a peak power not exceeding 200 KiloWatt and at a frequency over the range of 3.5 GigaHertz to 10.5 GigaHertz.

Items caught by sub-item (f) *above required as replacement parts in specific civilian equipment not exceeding the capability of that which could be exported under Item* 1501, *provided such parts do not upgrade the initial performance of that equipment.*

(g) Assemblies and sub-assemblies in which the isolating base material functions as a dielectric (as used in stripline, micro-strip or slotline **except** for those items specifically designed for use in civil television

(*continued on next page*)

SECURITY EXPORT CONTROL AMENDMENTS
continued

systems to meet ITU standards and using as an insulation material paper base phenolics, glass cloth, melamine, glass cloth epoxy resin, polyethylene terephthalate or other insulating material with an operating temperature not exceeding 302°F (150 °C).

Items caught by sub-item (g) *above designed for use at frequencies of* 1 *GigaHertz or less.*

(h) Phased array antennas and sub-assemblies, designed to permit electronic control of beam shaping and pointing (see Munitions List Item 15), and/or specialized parts thereof (including but not limited to duplexers, phase shifters, and associated high speed diode switches); **except** duplexers and phase shifters specifically designed for use in civil television systems or in other civil radar or communication systems not embargoed elsewhere in the Lists.

(i) Microwave assemblies or sub-assemblies having circuits fabricated by the same processes used in integrated circuit technology, that include active circuit elements and which operate at frequencies of 1 GigaHertz or greater (for acoustic wave devices see Item 1586).

Items caught by sub-item (i) *for use at frequencies between* 1 *GigaHertz and* 3 *GigaHertz.*

(j) Microwave assemblies or sub-assemblies designed to operate at frequencies of 1 GigaHertz or greater, and which contain band pass or band stop filters also capable of operation at 1 GigaHertz or greater, **except** those fixed or variable filter assemblies capable of operating between 1 GigaHertz and 3 GigaHertz specifically designed for measurement or control of the harmonic level of civil television transmission systems to ITU standards.

Item caught by sub-item (j) *for use at frequencies between* 1 *GigaHertz and* 3 *GigaHertz.*

For measuring equipment, see Item 1529.

1555. (f): Lines 4 and 5, delete, and covered by sub-item (d) above.' Put a fullstop after 'Hertz'.

1557. After 'see Item I.L. 1542 (b)' in the last line add 'for TR and anti-TR Tubes, see Item I.L. 1537 (f).'

1558. (b) Italicised Note: For 'Pulse' in line 1 read 'Pulsed'.

1564. Delete whole item, and insert as follows:
1564. Electronic component assemblies, sub-assemblies, printed circuit boards, and microcircuits.

I. Defined as follows:

(a) Assembly.—A number of components assembled to perform a specific function or functions, replaceable as an entity (and normally capable of being disassembled).

(b) Microcircuit.—A device in which a number of passive and active circuit elements are considered as indivisibly associated on or within a continuous structure to perform the function of a circuit.

(c) Monolithic integrated circuit.—A microcircuit fabricated as a single component consisting of elements formed in or on a single semiconducting substrate by diffusion, implantation or deposition.

(d) Film type microcircuit.—An array of circuit elements and metallic interconnections formed by deposition of a thick or thin film on an insulating substrate.

(e) Multichip microcircuit.—A microcircuit containing two or more monolithic integrated circuit chips bonded to a common substrate.

(f) Hybrid microcircuit.—A microcircuit consisting of a combination of film type micro-circuits and monolithic integrated circuit elements or combinations of either with discrete components.

(g) Circuit element.—A single active or passive functional item in an electronic circuit, such as one diode, one transistor, one resistor, one capacitor.

(h) Discrete component.—A separately packaged circuit element with its own external connections.

II. Listed as follows:

(a) High density assemblies, constituting one or more functional circuits, (**except** those with a discrete component density of 15 per c.c. (246 per cubic inch) or less), having any of the following characteristics:
  (1) Consisting of discrete components only, and having a component density greater than 25 per c.c. (410 parts per cu. in.) of overall package volume, exclusive of external connecting leads and/or external heat dissipating structure;
  (2) Consisting of discrete components and integrated circuits;
  (3) Incorporating any active discrete component, caught by another item in this schedule;
  (4) Designed or rated for continuous operation without derating over the temperature range −55°C to +85°C;
  (5) Designed or rated as radiation hardened circuits;

(b) Printed circuit boards (single sided, double sided, or multi-layer) designed to mount and provide interconnection between electronic componenets (with or without such components), **except** those mounting no controlled components and manufactured from any of the following insulating materials:
  (i) Paper base phenolics
  (ii) Glass cloth melamine
  (iii) Glass epoxy resin
  (iv) Polyethylene terephthalate
  (v) Any insulating material with a maximum continuous rated operating temperature not exceeding 150°C;

(c) Microcircuits (monolithic integrated circuits, multichip, hybrid, or film type microcircuits), **except** (1) encapsulated passive networks formed by thick film deposition techniques or (2) encapsulated and tested circuits which are not designed or rated as radiation hardened, which are not packaged in hermetically sealed cases and which are:
  (i) Bipolar types designed for operation as saturated digital logic circuit elements (except Schottky barrier and ECL types), having all rated maximum propagation delays of 15 nanoseconds or more, and all typical digital propagation delays are 7 nanoseconds or more, (for devices specified only in terms of clock or toggle rate, the typical value must be 30 MegaHertz or less), encapsulated in a package having 16 terminals or less, and not rated for operation below −20°C or above +75°C;
  (ii) P-channel MOS circuits specially designed for, and which by virtue of circuit design, content and layout are limited to use for, simple manually operated calculators which provide no more than the following six operational functions: addition, subtraction, multiplication, division, squaring, square root; and are not rated for operation below 0°C or above 75°C.;
  (iii) Types specially designed and normally usable only for functional purposes in the electrical or signalling systems of automobiles or trucks;
  (iv) Untuned AC amplifiers having a bandwidth or less than 1 Mega-Hertz and a maximum rated power dissipation of 5 Watts or less at a case temperature of 25°C;
  (v) Types specially designed for civil uses as frequency modulation stereo multiplex demodulators, television synchronisation signal processors, and television chroma signal processors, and not rated for operation below −40°C or above +85°C;

Explanatory Notes: 1. Nothing in the above shall be construed as sanctioning the export of the means of manufacture of any assembly, sub-assembly, or element referred to in this item. For manufacturing equipment see Item 1355 and/or Item 1356.

2. This item is not intended to catch non-coherent visible spectrum light emitting alpha numeric displays. (See also Item 1544).

Devices described in sub-items (a), (b), (c), *provided that the devices have been designed specifically for indentifiable civil applications and, by nature of design or performance, are substantially restricted to the particular application for which they have been designed.*

Items covered by sub-item (c) *above which:*

(a) *are designed for use in entertainment type AM, FM, or television receivers (including audio; synchronisation, video and intermediate frequency) in which no part of the circuit is designed to operate above* 60 *MegaHertz; and*

(b) *are not rated for operation below −20°C or above +85°C, are not encapsulated in hermetically sealed cases other than those using a TO-5 outline (.305 inch to .370 inch diameter), and are not radiation hardened.*

Integrated circuits covered by sub-item (c) *above only by virtue of being encased in hermetically sealed dual-in-line packages provided that the exporting government is satisfied that the stated legitimate civil end-use requires such a package.*

P-channel MOS circuits qualified for release under sub-item (c) (ii) *above except by virtue of the temperature limits therein, provided they are not rated for operation at temperatures below −40°C or above +85°C.*

Devices covered by sub-items (a), (b) *and* (c) *above when they consist of, or are incorporated in, plug-in printed circuit boards or plug-in modules for use in equipment which is not caught in this schedule, or for use in specifically identified equipment previously exported, and which do not upgrade the initial performance of that equipment, provided that the plug-in printed circuit boards or plug-in modules cannot operate independently from the equipment to which they are to be connected or inserted.*

1572. 2nd Explanatory Note: For 'and in Note 2 (d) (ii) above' read 'and the packing density in Note 2 (d) (ii) above is,'.

1572. New Italicised (e) under '*Equipment described in sub-item* (a) *above....*'
—'*Digital magnetic recorders, provided they are specially designed for Seismic geophysical applications and operate in the frequency range of five to* 800 *Hertz*'.

1584. Item No.: For '1584' read '1579'

1585. Delete complete entry: Insert:
1585. Photographic equipment, as follows:

(a) High speed cinema recording cameras, as follows:
  (1) Cameras in which the film is continuously advanced throughout the recording period, and which are capable of recording at rates exceeding 3,000 frames per second for the full framing height of standard 35 mm wide photographic film or proportionately higher rates for lesser frame heights, or proportionately lower rates for greater frame heights;
  (2) Cameras in which the film moves intermittently during the recording period, being automatically locked in place for each frame, and which are capable of recording at the following rates:
    (i) Exceeding 250 frames per second for 16 mm film;
    (ii) Exceeding 130 frames per second for 35 mm film;
    (iii) Exceeding 50 frames per second for 70 mm film at full frame heights;

(b) High speed cameras in which the film does not move, and which are capable of recording at rates exceeding 250,000 frames per second for the full framing height of standard 35 mm wide photographic film, or proportionately higher rates for lesser frame heights, or proportionately lower rates for greater frame heights;

SECURITY EXPORT CONTROL AMENDMENTS
continued

(c) Cameras incorporating image converters and specially designed controls, parts and accessories therefor;
(d) Photographic systems specially designed for use in space vehicles;
(e) Streak cameras having writing speeds of 8 millimetre/microsecond and above capable of recording events which are not initiated by the camera mechanism.

Explanatory Note: Streak cameras are cameras designed to record the intensity of a light source as a function of time by moving the image of the source along the film in a single direction.

(f) Cameras having shutter speeds of less than 1 microsecond per operation, and specialised parts and accessories therefor;
(g) Film, as follows:
  (1) Having an intensity dynamic range of 1,000,000:1 or more; or
  (2) Having a speed of ASA 10,000 (or its equivalent) or better;
  (3) Colour film having a spectral sensitivity extending beyond 7,200 Angströms or below 2,000 Angströms.
(h) High speed plates having an intensity dynamic range of 1,000,000 :1 or more.
(i) High resolution plates and metal-clad plates and film capable of resolution (when measured with a 1,000 to 1 high contrast test object) of more than 800 lines pairs per millimeter.

1587 (b) (2): For '0.005 per cent' read '0.0005 per cent'.

1661 (a): At end of line after '11 per cent;' add 'or'.

Hints to business men booklets

REVISED editions of the booklets on Poland and Sri Lanka (Ceylon) have been published in the 'Hints to business men' series. British business men who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146) or to any Regional Office of the Department of Trade and Industry.

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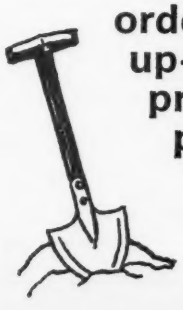

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Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 30.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.52	Mixed rare earth chlorides which, when precipitated as oxalates and calcined, yield not less than 45 per cent by weight of rare earth oxides, of which the content of cerium expressed as CeO_2 is not less than 45 per cent by weight and the content of samarium expressed as Sm_2O_3 is not more than 3 per cent by weight	Technical cerium chloride	December 31, 1973	13520
29.35	Phenolphthalein which yields not more than 0.3 per cent by weight of sulphated ash	Phenolphthalein yellow	December 31, 1973	14007
85.21	Containers for electronic micro-circuits, consisting of square or rectangular plastic mouldings with a central metal circuit pad and with embedded metal alloy leads extending to a lead frame along one, two or all four sides; each container being provided with a separate epoxy adhesive frame and metal alloy lid for subsequent sealing to the top sealing frame	Plastic dual-in-line package parts	December 31, 1973	12997

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TARIFF & TRADE NOTICES

Federal Republic of Germany

IMPORT LICENSING—JUTE FABRIC: The Federal German authorities have invited applications from German importers for import licences for fabric made of jute, tariff number 5703 (BN 5710 21, 29, 30, 50, 71, 75 and 79). Applications should be submitted to the Bundesamt für gewerbliche Wirtschaft, Zuständigkeitsbereich 09, 6 Frankfurt a/M 1, Postfach 2411. Except in the case mentioned below, applications may be submitted until the quota is exhausted or until December 31, 1972 at the latest. Import licences will normally be valid for eight months. However, in the case of 'imports for exports' of fabrics 150 cm or less in width (BM 5710 21, ex 30, ex 50), applications may be submitted until June 30, 1973 and import licences will be valid for nine months.

EDB ext. 466/467/482

France

IMPORTS OF POTATOES—MINIMUM PRICE PROCEDURE: The French *Journal Officiel* of November 3 announced that imports of potatoes (tariff no. 07.01 AIIIb) originating in and imported from all countries other than member countries of the EEC and countries of the Franc Zone, may be admitted under the minimum price procedure until December 31, 1972.

Tariff no.	Product	Reference product	Minimum price per 100 kg (in Francs)	Period of application
Prices recorded at national market of Rungis (Paris market)				
07.01 AIIIb	Potatoes other than early or seed potatoes and not imported for the manufacture of starch	Bintje minimum riddle 40 mm in sacks of 50 kg	29	October
			30	November
			31	December

These imports are subject to the regulations governing minimum price procedure as laid down in a general notice to importers dated July 29, 1962 and subsequently amended. Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/288

DUTY QUOTAS FOR SEED POTATOES: The French *Journal Officiel* of November 4 announced that for the period up to and including June 30, 1973 the quota for seed potatoes (tariff no. 07.01 AIa) has been fixed at 30,000 metric tons of which:

10,000 metric tons for early potatoes (Sirtema variety)
15,000 metric tons for other early potatoes
5,000 metric tons for floury potatoes (*variétés féculières*).

Conditions for admission under this quota are set out in an Order of August 12, 1958 for the import of potatoes and in an Order of December 17, 1969 stating the general conditions for import duty quotas. The full French text of this notice, together with a specimen form on which applications for authority to export must be made, can be sent on request or seen at Export House.

EDB ext. 423/408/288

CUSTOMS DUTY ON LIVE ANIMALS AND CATTLEMEAT: In accordance with an EEC Regulation of October 31, the French *Journal Officiel* of November 4 announced that the following customs duty rates will apply from November 6, 1972 to January 31, 1973 inclusive, to certain items of the live animals and cattlemeat tariff sections as set out below:

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Tariff no.	Description	Rate of duty
01.02	Live animals of the bovine species:	
A	Domestic species:	
II	Other than pure-bred for breeding purposes:	
a	calves	8% (1)
b	not specified:	
1	cows destined for immediate slaughter and the meat intended for processing	8%
2	other:	
aa	not yet having second teeth and weighing 350 kg but not more than 450 kg for male animals: 320 kg but not more than 420 kg for female animals	8%
bb	not specified	8% (2)
02.01	Meat and edible offals of the animals falling within heading nos. 01.01 to 01.04 inclusive, fresh, chilled or frozen:	
A	Meat:	
II	of bovines:	
a	domestic (all sub-headings)	10%

(1) Duty is suspended for calves weighing 80 kg or less intended for fattening under conditions and rules laid down by the competent authorities.
(2) Duty is suspended for young male bulls weighing 220 kg but not more than 300 kg inrended for fattening under conditions and rules laid down by the competent authorities.

Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/288

IMPORT QUOTA FOR FRUIT PRESERVES: The French *Journal Officiel* of October 28 announced the opening of a quota for preserved fruit falling within the tariff headings listed below and destined solely for further processing:

Tariff no.	Description
08.11 ex D 20.06 BII c 1 aa, ex bb & ex 2	Apricot and peach halves and apricot and peach pulp, with no added sugar, in containers of a net capacity of 2.5 kg or more
ex 08.10	Frozen red berries and frozen pulp of red berries, with no added sugar
08.11 ex D	Pulp of red fruit preserved by sulphur dioxide gas
ex 20.05	Purées made from red fruit, with no sugar content
20.06 BII ex c	Pulp of red fruit

Import licence applications on form AC should be sent to the Direction générale des douanes et droits indirects (division E), 8 rue de la Tour des Dames, Paris, 9e, where they will be examined as and when received. A statement of use is necessary from the actual processor of the products if the importer does not intend to use the goods himself. Applications must conform to the conditions set out in the notice to importers of January 26, 1963, concerning imports of certain agricultural and food products. Copies of the French text can be sent on request or seen at Export House.

EDB ext. 423/408/288

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Spain

HOME COMPENSATION TAX: The Spanish *State Gazette* of November 4 announced a temporary concessional rate of Home Compensation Tax Levy until January 22, 1973 on the following:

Tariff no.	Description	Home Compensation Tax Levy
03.02-A	Cod fish	1.5%
07.05-B.1	Chick-peas	1.5%
07.05-B.3	Lentils	1.5%
09.01-A	Coffee, not roasted	4.8%
26.01-A.2	Metallic ores and concentrates, other than roasted iron pyrites	1.5%
27.01-A	Coal (the reduction will only affect coal suitable for coking, either directly or by mixture; imported by steel coking-plants for their own use in steel manufacture)	1.5%
31.02-A	Natural sodium nitrate, containing not more than 16.3 per cent of nitrogen	1.5%

The same Spanish *State Gazette* announced that the 2 per cent Home Compensation Tax Levy on tanning extract of quebracho insoluble in cold water (tariff heading 32.01-C.1) has been extended until October 15,1973. **EDB ext. 462/471/472/473**

IMPORT DUTY SUSPENSION: The Spanish *State Gazette* of October 28 announced the suspension of import customs duty until January 31, 1973 on the following:

Tariff no.	Description
03.01.A	Tunny and other tunas, frozen
03.02.A	Cod
09.01.A	Coffee, not roasted
ex 12.01.B.3	Soya beans
ex 12.03	Seeds, fruit and spores of a kind used for sowing:
ex 12.03.B	Other:
B.2	Sainfoin, lucerne, bent-grass, canary-grass, orchard-grass, and fescue seeds
B.3	Aubergine, onion, bean, melon and water-melon seeds
B.4	Clover, vetch, cabbage, tomato, cauliflower and capsicum seeds
B.5	Sugar-beet seeds
18.01.A	Cocoa beans, whole or broken, raw
23.01.A	Flours and meals, of meat and offals, greaves
23.01.B	Flours and meals of fish
29.23.D.1	Glutamic acid and its salts
38.11.B.2	Selective weedkillers, except those derived from chlorates of 2-4 dichlorophenoxyacetic acid

EDB ext. 462/471/472/473

CUSTOMS TARIFF—temporary liberalisation of goods on quota: The Spanish *State Gazette* of November 3 announced the liberalisation of a wide range of commodities (mainly industrial products) for one year from the date of publication. British exporters of goods normally affected by quotas who would like to know whether their goods are affected are invited to notify the tariff heading and/or an adequate description of their products.

Temporary tariff reductions: The same *State Gazette* announced tariff reductions for a period of three months on a wide range of goods, mainly agricultural, wood, leather and textile products.

EDB ext. 462/471/472/473

Greece

PRICE LISTS FOR CERTIFICATION OF IMPORT INVOICES: An announcement has appeared in the Greek newspaper *Naftemboriki* stating that with effect from November 1 price lists are required for certification of import invoices. If price lists are not available a statement issued by the manufacturer of the imported goods is required to ascertain the fact that price lists are not available. Price lists are not required in the case of products such as meat and sugar, the prices of which are subject to negotiation at the Greek stock exchange. **EDB ext. 420/475**

Yugoslavia

IMPORT DUTIES: It has been announced in the Yugoslav *Official Gazette* that lower import duties of 10 per cent have been established for the following commodities:

Specific equipment for the dairy industry:
Tariff nos. 84.17/1j; 84.18/2a-1; 84.18/2b; 84.19/4; 84.19/6; 84.19/8; 84.19/9; 84.26/3; 84.26/4; 84.30/11; 84.59/2m; 84.60/2; 84.61/2

Specific equipment for the printing, newspaper and publishing industries:
Tariff nos. 84.16/1; 84.17/1j; 84.19/2; 84.31/3; 84.32/1; 84.33/2; 84.34/1a; 84.34/1b; 84.59/2m; 90.07/6; 90.10/1; 90.10/3

Specific equipment for shipyards:
Tariff nos. 84.45/2a-4; 84.45/2a-5; 84.45/2c-1; 84.45/2c-4; 84.45/2d; 84.45/2e-1; 84.45/2e-2; 84.45/2e-3; 84.45/2k; 84.45/2n; 84.59/2m

Specific equipment for use within the modernisation programme of Yugoslav telegraph and telephone service:
Tariff nos. 85.13/1b; 85.13/1c; 85.13/4; 85.13/8; 85.13/11; 85.15/3e; 85.15/3h; 85.19/10; 85.22/2c; 85.23/4; 90.24; 90.28

EDB ext. 420/475

United Arab Emirates (Dubai)

PROJECT LIST: A list of major capital works currently in progress or at the planning stage in Dubai has been received by Export Services Division. Copies are available for loan or inspection, or may be purchased for 15p. Project lists for several other Middle East countries are also available. **ESD ext. 7016**

Syrian Arab Republic

MEDICAL GYPSUM: The Syrian authorities announced on September 13 that importation of medical gypsum (BN No. 25.20) and apparatus for blood and serum transfusion (BN No. 90.17) is suspended. Import licences and irrevocable letters of credit issued before the date of the announcement are still valid. No further information is available. **EDB ext. 420/475**

Israel

PURCHASE TAX: The Israeli authorities have issued amendments to the Purchase Tax Order which affect the following items:

Parts and accessories for any type of vehicle operated by an engine.

Wine.

Spirituous beverages (excluding mead of honey).

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/475**

PORTS REGULATIONS: The Israeli Ports Authority has announced that in order to avoid congestion at the ports of Haifa, Ashdod, and Eilat, importers are requested to move their goods out of these ports as follows:

a Cargoes which arrived or will arrive at the ports of Haifa, Ashdod, and Eilat before or on November 10 will have to be cleared by their owners before November 15,

b Cargoes which will arrive at these ports after November 10 should be cleared by their owners not later than five days after the ship has completed unloading.

The Authority is empowered to evacuate all cargoes not taken from the ports by the dates as shown above, and place them in a suitable warehouse at the owners' expense. No further information is available. **EDB ext. 420/475**

(*continued on next page*)

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ISRAEL
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TARIFF AMENDMENTS: The Israeli authorities have announced the following amendments to the Customs Tariff:

Item no.	Description	Rate of duty
39.02	In this item, subsection 1010 is superseded by:	
1010	Polyethylene	
1012	In the form of powder, of a density not exceeding 0.940 and released before 1.1.74	25% *ad val*
1013	Not in the form of powder, of a density not exceeding 0.940 and released before 1.1.73, provided the quantity released under this subsection does not exceed 3,000 tons	30% *ad val.*
1014	of a density exceeding 0.940	25% *ad val.*
1019	Other	IL.0.20 per kg +45% *ad val.*
85.22	After section 6000, insert:	
6500	Instruments the operation of which is based on Laser or Maser rays	10% *ad val.*
90.07	In this item, section 6000 is superseded by:	
6000	Photographic electronic devices of the kind used for permanent installation on roads in order to control traffic, provided they have been approved by the Director General before importation	Exempt

British exporters with inquiries should specify the items in which they are interested. **EDB ext. 420/47**

USE OF HEXACHLOROPHENE: The Pharmaceutical Department of the Israeli Ministry of Health has issued instructions to the effect that no products (including liquid and solid soap) shall be considered cosmetics if they contain over 0.75 per cent of hexachlorophene. Any preparations containing more than this percentage will be considered as drugs. For use in hospitals for scrubbing hands and washing infants, a 3 per cent hexachlorophene solution continues to be recommended. **EDB ext. 420/475**

Kenya

IMPORT LICENSING REGULATION: Legal Notice No. 206 published in the *Kenya Gazette Supplement* of October 27, amends, with effect from October 18, the First Schedule to the Imports, Exports and Essential Supplies Order 1968 (published in the *Board of Trade Journal*, December 31, 1968) by the addition of the following item:

Code	Item
048 8 2 0	(rtm) Milo, (rtm) Ovaltine, and (rtm) Horlicks

Goods listed in the First Schedule are prohibited from being imported into Kenya without a specific import licence.
EDB ext. 471/472/473/462

South Africa

IMPORT CONTROL: The South African *Government Gazette* of November 3 carries details of the import control regulations for 1973. Details are available. **EDB ext. 471/472/473/462**

CUSTOMS TARIFF APPLICATION: Customs Tariff Application List 573, published in the South African *Government Gazette* of November 11, contains an application to the Board of Trade and Industries for increase in duty on:

Twist drills, reamers, milling cutters and high-speed steel tool bits.

Carbide-tipped masonry drills.

Hacksaw blades for hand saws or portable saws.

Other hacksaw blades.

(a) Trichloroethane and (b) 1,1,1,-trichloroethane.

Gas stoves of iron or steel.

Certain insulators.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association. Any firm proposing to make independent representations to the South African authorities and requiring further information concerning the application should address inquiries to the Commercial Relations and Exports Division.
CRE ext. 2274

GLASSWARE AND APPLIANCES FOR TESTING BUTTERFAT CONTENT: South African *Government Gazette* notice R1793 of October 6 sets out the Regulations prescribing the patterns and standards of glassware and appliances used for testing milk and cream for butterfat content and the manner in which such glassware and appliances shall be branded. These repeal and replace the Regulations issued in September 1969.
EDB ext 471/472/473/462

CUSTOMS TARIFF CHANGES: The following changes were notified in the South African *Government Gazette* of October 27,

Specific provision, at a rate of duty of 25 per cent or 2 500c per 100 kg, is made for fodder supplements for stock feeding (excluding those containing added antibiotics) containing not less than 40 per cent by mass of 6-ethoxy-2,2,4-trimethyl-1,2-dihydroquinoline (ethoxyquin). BN 23.07.25.

Specific provision, at a rate of duty of 30 per cent is made for needlepunch carpets, mats and other needlepunch floor coverings (excluding jute underfelt), and rectangular articles cut therefrom. BN 59.02.15. Other wool felt and jute felt is classified under subheading No. 59.02.25 at a rate of duty of 50 per cent (General) and 15 per cent (M.F.N.). **EDB ext. 471/472/473/462**

New Zealand

EMERGENCY PROTECTION AUTHORITY REPORT—WINES AND VERMOUTHS: Copies of the following New Zealand report are available from Commercial Relations and Exports Division:

Tariff no.	Description
22.05	Wines of fresh grapes
22.06	Vermouths of fresh grapes

Ref. CRE 1177/72. **CRE ext. 2321**

Australia

TARIFF BOARD (DUMPING) INQUIRY ON HYDRAULIC CRANES: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961-65:

a whether hydraulic cranes (tariff item 84.22) and hydraulic cranes mounted on motor vehicles or motor vehicle chassis (tariff item 87.03) have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

b whether, if the answer to (a) is in the affirmative, the exportation

(*continued on page 312*)

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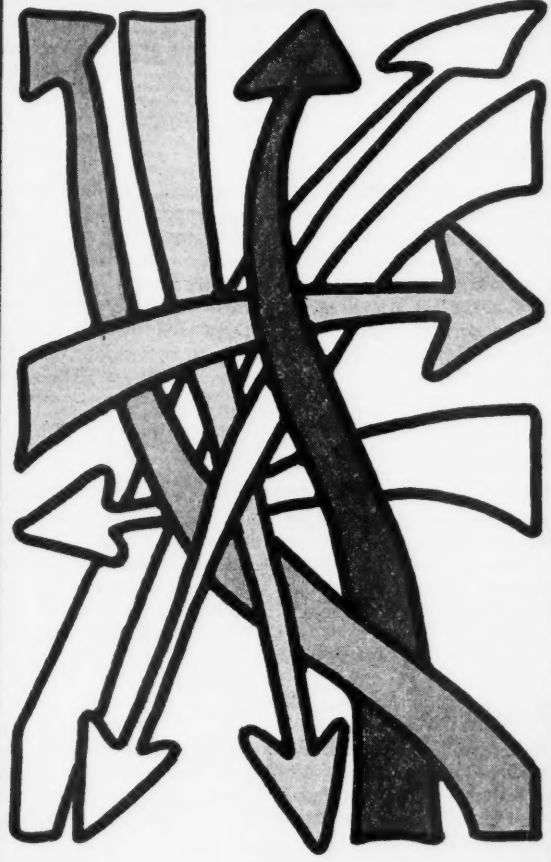

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AUSTRALIA
continued

of those goods is causing or is threatening injury to an Australian industry.

Interim anti-dumping action in the form of cash securities has been imposed on the goods concerned which are exported to Australia on and after November 16, 1972.

The matter has been reported by the British High Commission at Canberra, which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than December 1. Before that date, therefore, United Kingdon trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2168/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

TARIFF BOARD INQUIRY ON COMMERCIAL VEHICLES: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of commercial vehicles, chassis, bodies and components (tariff items 87.01.100, 87.02.100, 87.03 and 87.14.110). This reference is of Departmental origin. Details of the tariff items under which the above-mentioned goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than December 4. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Division, quoting reference CRE 2169/72. Evidence may be submitted to the Tariff Board either directly by the firm or Trade Association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

The inquiry supersedes that published in *Trade and Industry*, December 30, 1971 (page 675). **CRE ext. 2318/2319**

TARIFF BOARD INQUIRY ON CONTINUOUS FILAMENT POLYAMIDE OR POLYESTER YARNS: The Australian Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of continuous filament polyamide or polyester yarns other than raw yarns (tariff item 51.01.900). This reference is a result of representations by local industry. Details of the tariff items under which the goods are dutiable may be obtained from Tariff Section, Export Data Branch (ext. 468/469/401).

The matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than December 4. Before that date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference CRE 2170/72. Evidence may be submitted to the Tariff Board either directly by the firm or trade association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (tel. 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. **CRE ext. 2318/2319**

United States

TARIFF COMMISSION INVESTIGATION—NECKTIES: The United States Tariff Commission has instituted on an escape clause investigation, under section 301(b) of the Trade Expansion Act of 1962, to determine whether neckties (TSUSA 373.05-373.30) are, as a result of trade agreements, being imported into the United States in such increased quantities as to cause or threaten to cause serious injury to the domestic industry. **CRE ext. 2397**

Dominica

IMPORT LICENSING: It was announced in the Dominica *Official Gazette* of September 21 that import licences are now required to import the following goods: Jams, jellies, marmalades; fruit juices, unfermented, whether frozen or not (including syrup and natural honey flavours); hot pepper sauce; vegetable oils (except castor oil and tung oil); other perfumed spirits; soap; carpets, floor rugs, mats, matting of vegetable plaiting materials; furniture and fixtures including mattresses, nes; shirts; outerwear other than knitted. **EDB ext. 7312/474/476**

Venezuela

IMPORTATION OF RACE HORSES: Decree 237 of the Venezuelan Ministry of Agriculture and Livestock sets down new conditions relating to the importation of bloodstock. The decree stipulates age and breeding qualifications related to participants, or progeny of participants, in a list of the world's classic races annexed to the decree. A copy of this decree, in Spanish, is available on request. **EDB ext. 474/476/7312**

Ecuador

PRIOR DEPOSITS: The Ecuadorean authorities have announced that from October 23, prior deposits on List 1 goods are to range from between 10 per cent and 30 per cent and are to be refunded by the Central Bank after 90 days. **EDB ext. 474/476/7312**

Brazil

NEW REFERENCE PRICES FOR NYLON FIBRES: Brazilian Customs Policy Council Resolution 1400 published on September 20, 1972 introduces the following revised reference prices:

51.01.01.03	Superpolyamide yarns (nylon and the like), bleached or of natural colour:		
	Denier (Dtex)	Plain yarn, US $ per kilo, cif	Texturised yarn, US $ per kilo, cif
	Up to 20 (22)	3.15	5.32
	From 21 to 40 (23/44)	2.05	3.70
	From 41 to 70 (46/78)	1.69	2.70
	From 71 to 230 (79/255)	1.74	2.70

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DUTY CHANGES: The following duty changes have been announced by the Brazilian authorities:

Aluminium paste—reduction: Customs Policy Council Resolution 1404 published on September 20 reduces the duty on 'Prepared pastes, based on aluminium in powder form and solvent for the manufacture of dyes', falling under Brazilian tariff heading 32.09.02.05, from 55 per cent to 10 per cent for one year, provided the importer produces proof of having purchased from national production 230 per cent of the amount he wishes to import.

Dental drills—reductions Customs Policy Council Resolution 1407 published on September 20 reduces the duty on 'dental drills of vanadium steel', falling under Brazilian tariff heading 90.17.25.99, from 55 per cent to 20 per cent.

Glass carboys—reduction extended: Customs Policy Council Resolution 1408 published on September 20, 1972 extends for a further 180 days the duty reduction (from 120 per cent to 10 per cent) on 20 litre glass carboys for mineral water, falling under Brazilian tariff heading 70.10.99.00. **EDB ext. 474/476/7312**

DUTY CONCESSIONS ON COMPLETE INDUSTRIAL PLANTS: Brazilian Decree Law 1236 published on August 29 exempts from duty, subject to the prior approval of the President of the Republic, imports of complete industrial plants intended primarily for export production. An unofficial translation is available. **EDB ext. 474/476/7312**

Some printing materials—duty reduction: Customs Policy Council Resolution 1409 published on September 20, 1972 reduced the duty to 10 per cent on the following goods:

Tariff no.	Description
ex 39.01.04.99	Unsensitised polyester film, type 92G, with a thickness of 0.0233 mm for typographic proofs, and type 700G, with a thickness of 0.1788 mm for photographic montage
ex 39.02.04.99	Laminated vinyl, with an adhesive layer for fixing paper pigment to rotogravure cylinders
ex 40.08.99.00	Blankets with 3 or 4 layers of fabric covered with synthetic rubber for coating offset printing machines
ex 48.07.05.00	Paper for blanket blocks of rubber and sheets used in offset printing machines, in sheets of uniform thickness, oiled, dyed in the mass

Some agricultural chemicals—duty removed: Customs Policy Council Resolution 1412 published on September 20, 1972 removes the duty on the following chemical products when they are intended for agricultural use:

Tariff no.	Description
29.26.12.00	Technical nitrovin
29.31.99.00	Bittin-S
29.31.99.00	Furamizol
29.45.99.00	Sodium monansine
30.03.43.00	Tylosine Base

Data processing equipment—duty exemption: Customs Policy Council Resolution 1432 published on September 18, 1972 gives details of data processing equipment that may be imported free of import duty under tariff heading no. 84.53. **EDB ext. 474/476/7312**

Argentina

CLARIFICATION OF BAN ON LUXURY IMPORTS: British exporters are advised that Decree 7250 of October 20 (see November 2 issue, page 224) does not affect the provisions of Decree 2118/71 (extended by Decree 2867/72). Goods which were temporarily prohibited by Decree 2118/71 will remain so until May 16, 1973. **EDB ext. 474/476/7312**

Colombia

PROHIBITIONS LIFTED: Resolution 011 of the Directive Council of the Colombian Institute of Foreign Trade removes the following items from the Prohibited List and places them on the Previous Import Licence List:

Tariff no.	Description
21.04	Sauces; mixed condiments and mixed seasonings
65.07.A	Harnesses for safety helmets

EDB ext. 474/476/7312

LICENCE-FREE IMPORTS: Resolution 016 of the Directive Council of the Colombian Institute of Foreign Trade allows for the Licence Free importation of the following goods:

Tariff no.	Description
84.06.F.IV.e	New cylinder cases
85.08.F	New and complete generators or dynamos
85.24.B.IV	Graphite nipples or connectors for electric oven electrodes

EDB ext. 474/476/7312

TARIFF AMENDMENTS: Decree 1628 makes the following alterations to the Colombian tariff:

Tariff no.	Description	Duty *ad val* cif
91.01.A	With cases of precious metal or rolled precious metal	20%
91.01.B	With cases of base metal gilt, silvered or plated with other base metals, or with cases of other materials:	
	I Chronograph watches	20%
	II Other	20%
91.09.A	Of precious metal or rolled precious metal	15%
91.09.B	Of base metal, whether or not gilt or silvered	15%
91.11.A	For clocks of 91.01	15%
91.11.B	Other	35%

EDB ext. 474/476/7312

NEW TARIFF HEADINGS: The following decrees introduce new tariff headings:

Tariff no.	Description	Duty *ad val* cif
Decree 1627		
15.10.C	Industrial fatty alcohols:	
	I Lauric	30%
	II Cetylic	30%
	III Stearic	30%
	IV Oleic	30%
	V Nonylic	30%
	VI Other	30%
41.02.A	Not further prepared than tanned:	
	I Of bovine calves	40%
	a Wet-blue	40%
	b Other	40%
85.24.B	Electrodes and other pieces or objects of carbon or graphite:	
	I Electrodes:	
	a For electric ovens	25%
	b Other	25%
	II Battery carbons	30%
	III Heating resistors, other than those of 85.12	30%
	IV Graphite nipples or connectors for electrodes or for electric ovens	25%
	V Other	30%
Decree 1629		
84.06.F.IV	Parts for other motors:	
	a Cylinders blocks, crankcases and cylinder heads	5%
	b Connecting rods and pistons	5%
	c Carburettors	5%
	d Rings:	
	I Unworked	3%
	II Other	30%
	e Cylinder cases	5%
	f Not specified	5%
Decree 1668		
38.19.R	Products from the manufacture of pharmaceuticals:	
	I Inactive mycellum ('alkaline cakes') with a minimum content of 5% active antibiotic	1%
	II Other	20%
Decree 1669		
21.07	A Powders for making puddings, creams, ices, flans, jellies and the like	100%
	B Compound non-alcoholic preparations for preparations for manufacturing beverages (concentrated extracts, concentrated flavours)	100%
	C Palm-cabbages prepared or preserved in any container	100%
	D Green-ear of maize prepared or preserved in any container	100%
	E Peanut butter	100%
	F Other:	
	I Dietetic preparations for infants, milk based	40%
	II Authorised yeast extracts, added to other substances	100%
	III Other	100%

EDB ext. 474/476/7312

'Towards a new commercial greatness'

—Mr. Peter Walker

'THERE is no doubt at all that whatever job the Prime Minister gives me I get off to a good start', Mr. Peter Walker, Secretary of State for Trade and Industry, told the annual conference of the Institute of Directors at the Royal Albert Hall in London on November 9. 'Within weeks of becoming Secretary of State for the Environment dustmen were on strike throughout London, the strike of sewerage workers threatened every river in Britain and tankers were sinking throughout the Channel.

'In my new job we did not have to wait weeks. Within 24 hours wages, dividends and prices were frozen.

'However, always the optimist, in the same way as I was confident two years ago that we could commence a period in which we constantly improved our environment, so today I am confident that we are on the verge of a period of fast and strong economic expansion.

'This Government will not be diverted from its objective of bringing sustained growth to Britain.

'For the first time for almost a decade the economy is on the move, consumption is on a high level. The volume of retail sales is 7 per cent more than a year ago—marking the strong growth in sales since the Budget.

'At long last industry is beginning to re-equip. We can be optimistic that our objective of a 5 per cent rate of growth will be achieved, having been achieved it must be maintained.

'The period of freeze and the proposals that we will put forward for the period thereafter will not be, as in the past, packages to restrain and restrict, packages creating stagnation. We are preparing a package for growth: growth of production which will mean a real growth in wages; growth in the prosperity of our industries; growth in the financial strength of Britain.

'We have made it clear we are expecting a partnership and may I say that in my new task with responsibilities for trade and industry I wish to have a constant dialogue with both the trade unions and the employers or, to coin a word, a trialogue. We have a national commercial strategy to create together, a strategy which if successful will bring a new quality of life to Britain.

Challenging period

'The period immediately ahead is certainly both exciting and challenging. For the whole of this century we have had the world-wide argument of Capitalism versus Communism. We are entering a period where the communists are having doubts about the effectiveness of their system and we are also entering a period where we are having doubts about the effectiveness of ours.

'There are advantages in the free enterprise system; a greater freedom for the individual, a system that recognises diversity of needs of individuals, a system that has a success record of economic growth, a system that can encourage a sustained individual effort. But it is not the advantages we need to concentrate on but the disadvantages.

'We have to recognise the changing pattern of capitalism itself. For much of our industry the proprietor and the manager are no longer synonymous and yet much of our company law and much of our approach to taxation operates as if they are.

'In the early part of the Industrial Revolution capitalism showed an irresponsibility towards its employees and towards the community as a whole. In the final quarter of this century industrial activity must not equate with a deteriorating environment; and industrial activity must recognise that it has social responsibilities of a very high degree.

New generation

'Modern capitalism must also recognise that for the first time in history those in their twenties are better educated than those in their fifties and sixties. A new generation is emerging with a much wider knowledge and concept of the world's problems and with a deep desire to participate immediately in the decision taking, rather than spending several decades watching on the sidelines.

'It is with this background that my Department will have to pursue positive policies to bring a new degree of commercial success—and, with it, social success.

'Firstly we must get the framework within which our industry and commerce operate upon an acceptable and up-to-date basis. Company law needs to be reformed so as to see that the activities of commercial concerns are clearly known to all. We must decide what needs to be disclosed and then we must take the necessary steps to see that it is disclosed.

'Monopolies, mergers, restrictive practices and fair trading legislation will be reformed, within months. So will insurance law.

'We need to see that the consumer enjoys a proper system of protection, and this we will do. We need to see that industrial relations within industry are of a better order. We need, in fact, to have a framework which encourages the good firms and clobbers the rogues.

'We need also to have a system where the entrepreneur can, from small beginnings, make a major impact upon our commerce. A third of the people employed in this country are employed by small firms. Both nationally and internationally they have a major role to play. They are the seed bed for future economic growth.

'Never has there been a time when the young Dick Whittingtons had a greater opportunity to succeed. My only advice to them is that with the new regional policies that we are pursuing, instead of coming to London from the North East and the North West they should leave the corridors of some of those dreary London institutions and go to the North East, to Scotland, Wales, the North West and the other regions.

Inventiveness

'The second area where we need a new vigour and vitality is in the sphere of our international activities. We have all the advantages to succeed through the world. We have as a result of history a world wide connection second to none. We have in the City of London the finest financial mechanism existing throughout the world.

'We have also a natural inventiveness to produce a wide range of new products. What we now need is a positive attempt to analyse future market trends and ruthlessly penetrate world markets. We need within the next few weeks and months to mobilise an effort that will take the full advantage of the opening markets of Europe.

'We need to spot objectively new trends in demand throughout the world in their early stages and develop our marketing and production to meet those demands. We need, also, as part of our commercial strategy to be more aware than our competitors of the future energy and raw material requirements.

'In the decades ahead the production of energy and the production of basic raw materials will be a fast increasing world-wide problem. It is a problem that Britain must meet in a more efficient and well planned manner than any other nation. The re-cycling of raw materials, the development of new forms of energy are bound to be increasing factors in the commercial world ahead.

Great source of energy

'In terms of energy we are well placed. Ninety-five per cent of our gas already comes from the North Sea. By 1980 at least half of our oil needs will be met from the same source. The implications for our industry, for Scotland and the North East and for our balance of payments are enormous.

'In atomic energy we are poised to take advantage of the latest developments in reactor research and technology. Our own work on the fast breeder reactor is second to none. By the end of the century three-quarters of our generating plant could well be nuclear. Nor must we forget coal—still a great source of energy for this country. We shall shortly be presenting to Parliament proposals for the coal industry.

'If we are going to achieve world-wide commercial success Government and both sides of industry cannot be in a relationship of friction and hostility, we must operate in a close partnership. My endeavour will be to see that the Department of Trade and Industry is fully behind British industry.

'I remember on one occasion a few years ago a business man was asked whether he thought the Government was behind British industry and he said, yes, about five years behind. We will try to be bang up to date.

'It was less than 30 years ago that Britain was the greatest Imperial power yet known to man. It was less than 30 years ago that we had just been victorious in the largest war that man had known. But where lies Britain's future greatness? There is no possibility, even if we desired it, for Britain again to become a great territorial power. Our military strength is now relatively small compared with the giants of America, Russia and China.

'The sphere where we can attain a new greatness is for Britain firstly to achieve a new commercial greatness out of all proportion to our size and then see that the fruits of that greatness are applied to create a society in which the quality of life, the elimination of poverty, the improvement of the environment is of such dimensions that it gives Britain a new leadership, a leadership that will be truly admired.'

Mr. Christopher Chataway, Minister for Industrial Development, with Mr. Tom Wilson, manager, Making-up Department, Brentford Nylons Ltd., at the company's new factory at Nelson Industrial Estate in Cramlington New Town, Northumberland. A large number of jobs in the North-East are being created by the firm's expansion, and preparations in hand for building an extension—with substantial DTI grants—will increase employment in one unit from 1,400 to 3,000 (see last week's issue, page 251). The Minister visited the factory after opening Cramlington Civic Centre.

Public support essential in fight against inflation

—Mr. Anthony Grant

PUBLIC support is of paramount importance if the Government's current measures against inflation are to be fully effective, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, said in Exeter on November 10. Addressing the Exeter Chamber of Commerce, Mr. Grant said: 'The law cannot work without the support of public opinion. I believe there is overwhelming support in the country for the attack on inflation which the Government have launched.

'We rely on this support for the standstill of work. We rely on assistance from bodies such as the Chambers of Commerce. We rely on the great majority of the members of various industries and professions you represent.' Mr. Grant added the Government also relies on enlightened self interest that puts the interests of the community first. For, with their support we could enjoy our recent economic recovery. Mr. Grant said it was not a 'freeze' in the sense of the old deflationary package everyone had grown accustomed to in the last 20 years. It was designed as a pause to give the Government time to put into effect its programme for growth.

DTI's role was concerned with prices. A Special Unit had been set up and was already gathering a great deal of useful information. The setting up of this unit reflected the importance the Government attached to the control of manufacturing and retail prices. Turning to the rise in prices, Mr. Grant said that the CBI initiative and the unprecedented reduction in taxation brought the rate of price increases well down over the last 15 months. The increase in the six months following July, 1971 to January, 1972 was reduced to an annual rate of just over 5 per cent compared with 11 per cent in the previous six months.

Mr. Grant said this dramatic drop in the rate of price increases was not accompanied by similar ones on the wages front. Continuing wage pressure had begun to work through to prices and this pressure was increasing. Indeed, the index of hourly wage rates in September jumped to a record 17 per cent more than that of a year before. 'This pressure has meant the Government has decided to reinforce its policies to contain inflation. In the tripartite talks over the last three months we reached agreement with the TUC and the CBI on three objectives—faster growth in national output and real incomes, an improvement in the relative position of the lower paid and moderation in the rate of cost and price inflation.' Undertakings had also been received from manufacturers and retailers to restrain prices, he added.

'Everyone knows that the Government was prepared to go to very great lengths indeed to get agreement with the TUC and the CBI on a programme of growth.' Mr. Grant concluded: 'But I am sure you will agree that neither the Government nor CBI could accept a scheme which involved a voluntary system for wage control and a statutory one for prices. Such a settlement would leave many businesses in a totally impossible position.'

North West Industrial Development Board appointed

MR. Christopher Chataway, Minister for Industrial Development, has announced the following as members of the North West Industrial Development Board:

Mr. G. M. D. Drummond—Chairman, Trind Ltd., Manchester. Director of a number of companies.

Mr. F. S. Gibbs—Managing Director, GEC Switchgear Ltd., Manchester. Chairman, Vacuum Interrupters Ltd. Chairman The Mecanite and Insulators Co. Ltd. Director of a number of companies.

Dr. P. G. Harvey—Chairman Designate of ICI Ltd., Mond Division, Runcorn.

Mr. J. King—General Secretary National Union of Textile and Allied Workers. Member of General Council of the Trade Union Congress. Member of North West Economic Planning Council.

Dr. A. A. Shepherd—General Manager, Electronic Components Division, Ferranti Ltd.

Mr. C. A. Skelton—Director, Manchester Liners Ltd.

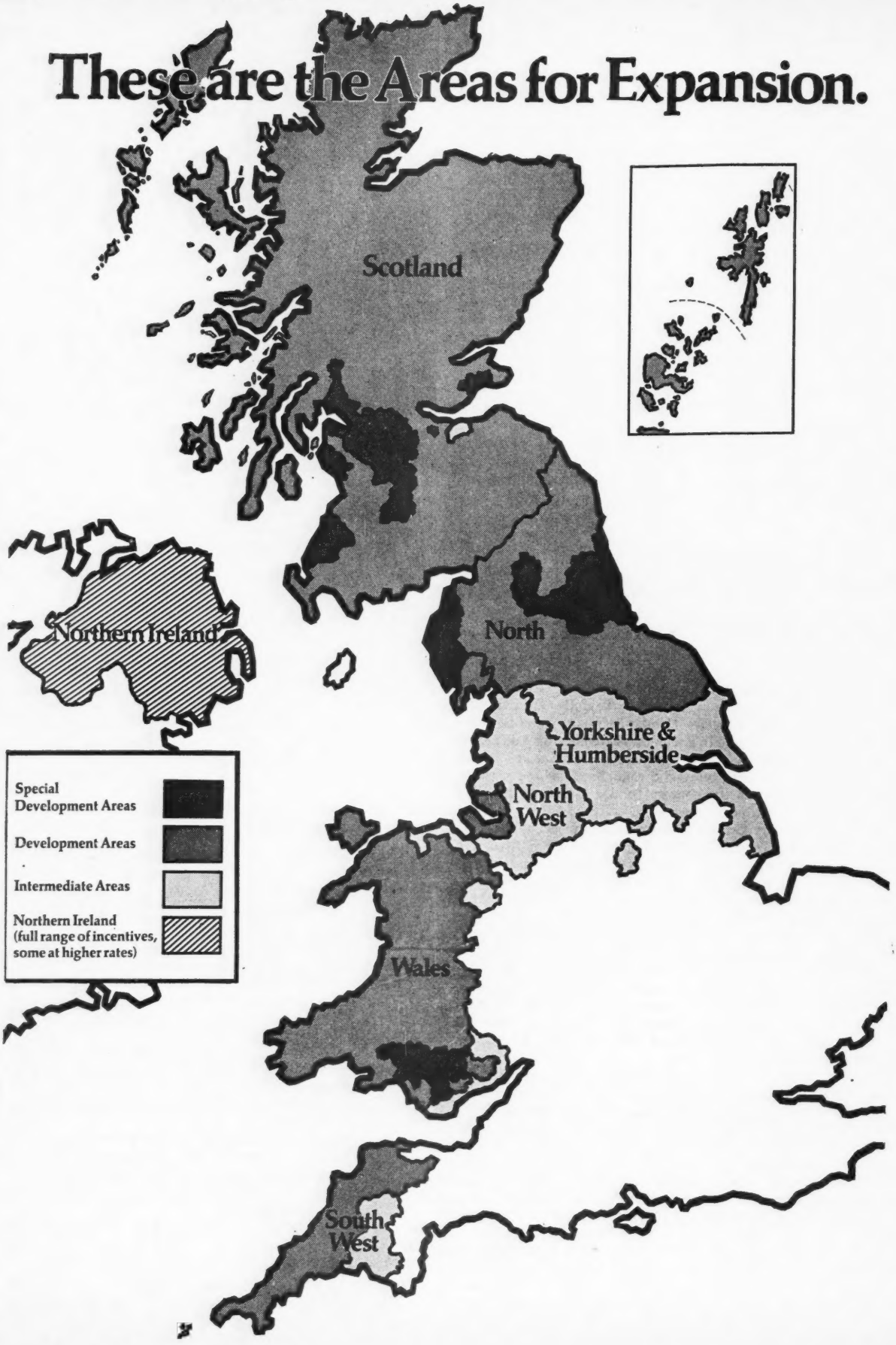
Mr. E. G. Smalley—Chairman, Platt International Ltd., Rossendale. Deputy Managing Director of Stone-Platt Industries Ltd. and Director of a number of the subsidiary and associate companies of Stone-Platt Industries Ltd.

Mr. T. I. F. Tod—Baring Brothers and Co. Ltd., Agent of Liverpool Office.

Mr. L. J. Tolley—Chairman, Renold Ltd., Manchester.

All the appointments are part-time and unpaid. The appointment of Mr. J. G. Parkes as chairman of the Board was announced on August 10. He is chairman of the Unilever Merseyside Committee and of the Unilever Merseyside Industrial Relations Committee.

These are the Areas for Expansion.



They could be the chance of a lifetime for your firm

This map shows Britain's Areas for Expansion. If you are planning to expand your business, the Government's new package of incentives under the Industry Act 1972 means that your firm could be eligible for considerable benefits in these areas. The more generous scale of assistance now available could be the chance of a lifetime for your firm.

Where are the areas?

The Areas for Expansion have been extended. They cover the whole of Scotland, Wales, and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England. And remember that now, whether your firm is planning to expand into, or to expand or modernise within these areas, your project could qualify for considerable benefits.

What are the new benefits?

You could qualify for substantial grants towards the cost of new building and, depending on the Area, of new plant and machinery. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of additional employment.

Additional help for projects providing new employment

1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.

2. Removal Costs. There are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion.

(Certain service industry projects may be considered for these two benefits.)

3. Rent-Free Factories. Government factories are available for rent or sale. You could qualify for a rent-free period of two years.

Other benefits

Other Government incentives available include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you

Besides all this financial help, there are teams of people to help you find the best possible location for your project. Get in touch with the Expansion Team at the DTI Headquarters in London, or with one of the regional Teams. They'll give you all the facts, sound impartial advice, and valuable on-the-spot assistance in setting up your project.

Fill in the coupon for free copies of the booklets "Room to Expand" and "Incentives for Industry." Or phone the Expansion Team at any of the telephone numbers shown.

Headquarters. London, tel: 01-834 2255 ext. 88
Scotland. Glasgow, tel: 041-248 2855
Wales. Cardiff, tel: 0222-62131
Northern Region. Newcastle-upon-Tyne, tel: 0632-27575
North West. Manchester, tel: 061-236 2171
Yorkshire & Humberside. Leeds, tel: 0532-38232
East Midlands. Nottingham, tel: 0602-46121
West Midlands. Birmingham, tel: 021-643 8191/8221
South West. Plymouth, tel: 0752-21891 or Bristol, tel: 0272-21071
London & South East. London, tel: 01-828 4355 ext. 50
Eastern Region. London, tel: 01-828 6271 ext. 104 or 61
Northern Ireland. Belfast, tel: 0232-34488

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.
Please send me full details of the benefits available in the Areas for Expansion.

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Position in Company_____

Company_____

Nature of Business_____

Address_____

The Areas for Expansion TI/6

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

A programme for controlling inflation: the first stage

The following is the text of the White Paper (Cmnd. 5125) 'A programme for controlling inflation: the first stage' presented to Parliament by the Chancellor of the Exchequer on November 6.

1. Since July the Government has had a series of meetings with the CBI and the TUC on the objectives of economic management and on the methods by which those objectives should be pursued over the next 12 months. The agreed objectives were: faster growth in national output and real incomes, an improvement in the relative position of the low paid and moderation in the rate of cost and price inflation. The Government put forward proposals for achieving these objectives on September 26, but it became clear on November 2 that it was not possible to reach agreement.

2. The Prime Minister announced in a statement to the House of Commons on November 6 that the Government had concluded that it was necessary, in the absence of agreement, to bring in statutory measures and that, because the main legislation would take time, there would be a standstill for an interim period on increases in prices, rents, dividends and pay with immediate effect. An interim Bill, the draft text of which is being published as a separate White Paper (Cmnd. 5200), will be introduced to give Ministers power to enforce the standstill. The Bill will provide that these powers should run for 90 days from enactment in the first instance but that they can be extended by affirmative resolution order for up to a further 60 days to ensure that the standstill lasts until the main legislation receives the Royal Assent. This White Paper describes how the standstill is to be applied during this interim period.

Prices and Charges

3. The standstill applies to prices and charges for goods and services supplied to the home market whether provided by the private or the public sector. Increases which have been announced but not implemented before the standstill should not take place.

4. The Government recognises that the imposition of a standstill will present problems for some enterprises, notably for those members of the CBI and the nationalised industries which have already observed a 15-month period of price restraint. However, enterprises will be required to absorb cost increases to the maximum extent possible. Cost reduction should be fully reflected in prices.

5. Enterprises which consider that their costs (either import costs or domestic costs) have risen so far that it is impracticable for them to be absorbed will need to submit details of proposed price increases to the relevant Government Department and obtain its consent, or run the risk of having price increases reversed by notice or order under the interim legislation. Such proposals will be strictly scrutinised. Agreement will not normally be given except where increased costs cannot be absorbed by increased productivity or a temporary reduction in profit margin; such exceptions will generally be confined to cases where raw materials or raw agricultural produce account for a high proportion of total costs.

6. Wholesalers and retailers are expected to do everything possible to avoid any increases in prices; in particular they should not increase their cash margins during their standstill. They will not be required to apply to Departments before changing prices for goods for which they have had to pay more. But they are not on that account exempted from the principles of the standstill and will be subject to the same control as other enterprises if they raise prices unjustifiably.

7. Certain prices—especially those for fresh food such as fruit, vegetables, meat and fish and for imported raw materials—are subject to fluctuations arising from external or seasonal causes. Where such prices rise, enterprises handling these products without applying any manufacturing process to them will not be required to obtain specific consent for raising their prices by the same amount. Increases beyond this will be subject to the controls provided in the Bill. Where there are price reductions, enterprises will be expected to pass them on in full.

8. The Government intend that the principles of the standstill shall apply to the prices of the nationalised industries, and to central Government fees and charges.

9. Prices determined by bodies such as the Traffic Commissioners and the Civil Aviation Authority will be subject to the standstill.

Employment Incomes

10. The standstill applies to all increases in pay and to other improvements in the terms and conditions of employment, eg, hours and holidays, though not to occupational pensions. All concerned in the determination of pay and other conditions of employment in both the public and private sectors, whether at industry, company or plant level, will be subject to the requirements of the standstill. Arbitrators, independent review bodies and statutory wage fixing bodies are expected to take account of the standstill.

11. The term 'pay' covers all rates of pay. In addition to the basic rate, this includes rates of pay for overtime or weekend work, piece rates and all allowances which are normally considered as pay.

12. The standstill will not apply to increases in earnings resulting directly from extra effort or output under existing arrangements, eg increases in piece-work earnings stemming from increased output. Nor will it apply to increases arising from genuine promotion. Where the existing pay is expressed in terms of ranges or scales they

DTI inquiry points

MEMBERS of the public or representatives of trade and industry who wish to inquire about the operation of the Prices Standstill as it affects prices (except for food prices which are a matter for Ministry of Agriculture, Fisheries and Food) may telephone Regional Offices of the DTI as well as the Prices Unit in London.

Department of Trade and Industry's Regional addresses are as follows:

Glasgow:	314 St. Vincent Street, Glasgow, C.3. Tel: 041-248 2855.
Cardiff:	Government Buildings, Gabalfa, Cardiff CF4 4YL. Tel: 0222 62131.
Manchester:	Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA. Tel: 061-236 2171.
Newcastle:	Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR. Tel: Newcastle 27575.
Leeds:	City House, New Station Street, Leeds LS1 4JQ. Tel: 0532 38232.
Nottingham:	Cranbrook House, Cranbrook Street, Nottingham NG1 1ES. Tel: 0602 46121.
Birmingham:	Five Ways House, Islington Row, Birmingham BI5 1SJ. Tel: 021-643 8221.
London Prices Unit:	Thames House South, Millbank, London, S.W.1. Tel: 01-834 2299.

should not be increased. The standstill will not of course apply to direct reimbursement of expenditure incurred, eg, for travel and subsistence.

Existing agreements

13. In all cases where a settlement was reached before the standstill and the operative date of the increase was on or before November 6, the increase can be implemented.

14. However, there will be some agreements made before the standstill which provide for specified increases in pay or improvements in other conditions to take effect from an operative date falling within the period of the standstill. The operative date of such increases will be deferred until the standstill comes to an end. Included in this category are any increases which may fall due during the standstill under existing cost of living sliding scale arrangements.

Wages Councils and Boards

15. Proposals from Wages Councils and Boards made on or before November 6 may be implemented if the operative date of the last increase was at least 12 months before the standstill.

Arbitration Awards

16. Arbitration awards may be implemented during the standstill if the relevant hearings were completed on or before November 6 and the operative date was not later than that date.

Deferred increases

17. Apart from the cases in paragraphs 13, 15 and 16 above, where payment is permitted during the standstill, the implementation of pay increases or improvements in conditions negotiated or submitted to arbitration before the standstill is deferred until the end of the standstill.

Negotiation and arbitration during the standstill

18. If negotiations or arbitrations take place during the standstill any increase resulting from an agreement should not take effect before the end of the standstill period and will in any case be subject to the policy which is in operation after the standstill period.

Other employment incomes

19. Many individual salaries and other forms of remuneration are not determined through collective bargaining. The standstill will apply to these forms of employment income. It will apply also to charges and fees (including all forms of professional fees) for services by self-employed persons.

Rates

20. The Government will consult the local authorities in the forthcoming rate support grant discussions with a view to moderating the rate of growth of local rates.

Rents

21. The rents charged by local authorities and new towns are governed by the Housing Finance Act 1972 and the corresponding Scottish Act. Under these Acts the tenants of these authorities are covered by rebate schemes from October 1, 1972, and certain authorities were required to increase the rent of their dwellings for 1972-3 in October 1972. As these rent increases were due to take place before the standstill they are not affected by it and any authorities who have not so far discharged this statutory obligation will not be relieved of it by the standstill.

22. About half of the tenants of private unfurnished accommodation are at present subject to rent control. Some of them are due to move from control to regulation on January 1, 1973, and to be liable to have their rent increased if a fair rent is subsequently registered for their dwelling. This date will be postponed to the end of the standstill period. For those private tenants whose rent is regulated and who are thus already within the fair rent system, and for tenants of housing associations who come within that system on January 1, 1973, any fair rent registered during the standstill which is higher than the existing rent will not take effect until the end of the standstill.

23. The rent of business premises and land has a direct effect on the price of many goods and services, and unlike housing rents these rents are subject neither to statutory controls nor to rebate provisions. They will be subject to the standstill provisions.

THE COUNTER-INFLATION (TEMPORARY PROVISIONS) BILL

EXPLANATORY MEMORANDUM

The Bill empowers the Government to apply a standstill in prices, charges for services, pay, dividends and rents by forbidding any increase above the level prevailing before November 6 or, in the case of dividends, by forbidding the declaration of a dividend in excess of a corresponding dividend declared in the previous calendar year. The Bill would enable the implementation of the policy outlined in the White Paper 'A Programme for Controlling Inflation: the First Stage' (Cmnd. 5125).

Clause 1 provides that the standstill is to end at the expiration of 90 days from the passing of the Bill unless an Order in Council is made extending the period by a further period, not exceeding 60 days.

Clause 2 enables the appropriate Minister by order or notice to apply the standstill to any prices for the sale of goods, charges for the performance of services, remuneration under contracts of employment, dividends declared by companies incorporated in the United Kingdom and rents. Provision is made for authorising what would otherwise be a contravention of the standstill if the order or notice so provides or a Minister gives his consent.

Clause 3 modifies the terms of certain contracts made before November 6 which provide for increases in remuneration during the standstill. The effect of the modification is that the rate of remuneration payable during the standstill is not to exceed the highest rate payable under the contract (for the same kind of work) before November 6.

Clause 4 enables Ministers to require the furnishing of information and **Clause 5** makes provision as respects offences under the Bill.

The Schedule contains provisions supplementing the main clauses.

Paragraph 1 describes the ancillary matters for which an order or notice under **Clause 2** may provide.

Paragraph 2 empowers the appropriate Minister by order to prescribe the extent to which anything affected by **Clause 2** is to be invalid either during or after the continuance in force of that clause.

Paragraph 4 provides that the Bill and any provision made under the Bill is to prevail over any conflicting enactment; it also empowers the appropriate Minister by order to provide that any existing enactment relating to prices, charges, remuneration, dividends or rents shall, while **Clause 2** is in force, have effect subject to such modifications as may be specified in the order.

Paragraph 6 requires orders under the Bill to be contained in a statutory instrument subject to annulment by either House of Parliament.

Paragraph 8 contains provisions as respects Crown servants.

Financial effects of the Bill

The additional cost to departments arising directly under the provisions of the Bill will be marginal.

Effects of the Bill on public service manpower

So far as can be anticipated the effect of the Bill on public service manpower is likely to be minimal.

Dividends

24. The standstill will apply to dividends declared by companies incorporated in the United Kingdom. During the standstill period companies will be required not to declare dividends (whether final or interim) in excess of the corresponding amount in the same calendar period a year ago. Because of their special character the standstill will not be applied to dividends declared by investment trusts or to certain companies such as close companies to the extent that they

(*continued on next page*)

increase distributions in order to comply with the special tax rules. The Treasury will be issuing further explanatory guidance to assist companies.

The Powers

25. In support of the standstill, the Bill (which applies throughout the United Kingdom) will give Ministers powers to make orders or issue notices directing that incomes or prices and charges should not exceed the levels prevailing before November 6. This will enable unjustified increases which take place during the standstill period to be reversed. The Bill will also provide for fines in cases where an individual or firm fails to comply with a direction to reduce incomes, prices, charges or dividends and where anyone takes action designed to force an increase to be made which would be contrary to an order.

26. The Bill will give the Ministers concerned discretion to defer for the duration of the standstill the effective dates of wages regulation orders made under the Wages Councils Act and the Agricultural Wages Act.

27. The Bill will enable orders or notices to be made to prohibit a company from declaring a dividend higher than the corresponding dividend paid in the same calendar period in the previous year. The Bill will provide powers to make orders to prevent increases in rents above the level payable before November 6.

Treasury guidance on dividends standstill

HM Treasury have issued the following notes for guidance which are intended to help companies in complying with the standstill on dividends announced on November 6.

Companies affected

1. The requirement for dividend restraint is directed to all companies incorporated in the United Kingdom with the exception of:

a. Investment Trusts as defined in Section 359 of the Income and Corporation Taxes Act 1970.
b. Close companies to the extent that they increase distributions in order to comply with the special tax rules concerning such companies.
c. Companies entirely in the beneficial ownership of another company or companies where ordinary dividend payments are exclusively inter company-transactions.

Distributions affected

2. The distributions affected by the standstill are all dividends payable in cash, whether interim or final, but excluding fixed rate dividends. Analogous distributions out of the assets of the company, otherwise than by way of repayment of capital, are similarly affected.

Calculation of dividends

3. Dividends declared during the standstill period should not be more than the total money amount of any dividends declared in the corresponding period in the previous calendar year. If no dividend was declared in the corresponding period in the previous calendar year, no dividend can be declared during the standstill period.

4. In all cases the calculation of dividends must be done with precision.

Implementation of the standstill

5. It is the Treasury's intention, when the legislation comes into force, to lay an order applying Clause 2 (3) of the Bill published today to all quoted companies except those listed in paragraph 1 above. The Bill enables the Treasury to authorise further exceptions, but companies should note that authorisation will only be granted in the most special circumstances.

6. Companies other than quoted companies not covered by the exceptions quoted in paragraph 1 above will be liable to be made subject to a statutory order or notice under the legislation and are expected to comply with the standstill as described in paragraph 3 above and with the other provisions described in this guidance.

Increases and reductions in share capital

7. Where a company has increased its paid up share capital since the declaration of a dividend in the corresponding period in the previous calendar year, and the increase reflects the value of new cash subscribed or other real considerations, it may increase the amount of dividend declared in proportion to the increase in paid up share capital. Companies which have reduced their paid up share capital since the declaration of a dividend in the corresponding period in the previous calendar year will be required to reduce the amount of dividend declared in proportion to the reduction.

Inquiries

8. **Inquiries from companies about the standstill should be addressed to: The Dividends Section, HM Treasury, Great George Street, London SW1 (Tel. 01-930 1234 ext. 830 or 254).**

Prices Unit will aid price control

—Mr. Peter Emery

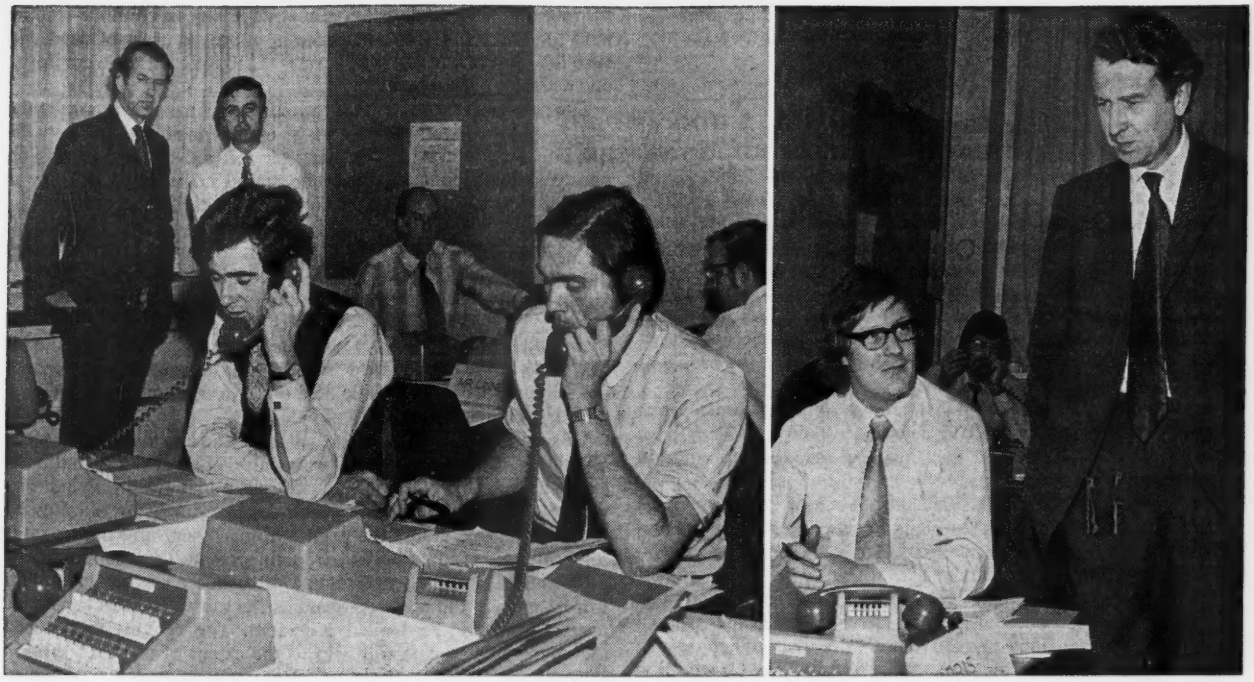
THE importance attached by the Government to the control of manufacturing and retail prices had been emphasised by the setting up of a special Prices Unit at the Department of Trade and Industry, Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry told the Bexley Chamber of Commerce on November 8.

Speaking at the annual dinner of the Chamber Mr. Emery said: 'The Prices Unit will assist manufacturers, retailers and members of the public to understand the implications of the standstill and to note complaints. The Unit has been gathering information on prices raised since midnight on November 6 and we will be examining the evidence offered in each case to see whether, when the Counter-Inflation (Temporary Provisions) Bill receives the Royal Assent, these increases should be rescinded.

'The standstill applies to all increases in all prices after November 6. The intention is that there should be as few exceptions to this rule as possible. Enterprises will be required to absorb cost increases to the maximum extent possible. Cost reduction should be fully reflected in prices. Wholesalers and retailers should not increase their cash margins during the standstill. As an additional measure to assist retailers to keep prices down in the transitional period from purchase tax to VAT, the Chancellor announced on November 7 that purchase tax already paid on goods in retailers' stocks on April 1, 1973 would be rebated against retailers' initial VAT liability. Where it is impracticable for costs to be absorbed firms will need to submit details of proposed price increases to the relevant Government Department and obtain its consent, or run the risk of having price increases reversed by notice or order. Exceptions to the standstill will generally be confined to cases where raw materials or raw agricultural produce account for a high proportion of total costs.

'Wholesalers and retailers will not be required to apply to Departments before changing prices for goods for which they have had to pay more but they will be expected not to raise prices unjustifiably. Enforcement will to a large extent depend on the co-operation of manufacturers and retailers, given the multiplicity of outlines and variety of products. The DTI has already obtained agreement to such co-operation from the CBI and the Retail Consortium, who represent over 90 per cent of retailers in the UK. Both the retailers and the manufacturers recognise the importance of restraining prices in the new climate created following the proposals made by the Prime Minister on September 26. The public will expect retailers and manufacturers to contain prices and they will be backed by the powers conferred on Ministers by the Counter-Inflation (Temporary Provisions) Bill.

'The programme for controlling inflation offers the country a new opportunity of joining together in overcoming inflation. The CBI's and TUC's acceptance of the Government's invitation to join in discussions on the objectives and methods of national economic management marked a major change in the execution of economic policy in this country. It is the Government's hope that these discussions should be renewed to lay the foundations for the longer-term policy to ensure the agreed tripartite objectives.'



The Secretary of State for Trade and Industry, Mr. Peter Walker, during a visit to the DTI Special Prices Unit. The unit is handling inquiries about the operation of the Inflation (Temporary Provisions) Bill as it concerns all prices except foodstuffs. After listening in to some of the calls, Mr. Walker said: 'It was pleasing to find how retailers were not only willing to co-operate, but were appreciative of the speed their inquiries were being dealt with.' Total calls to the DTI London and regional offices on the prices standstill are coming in at the rate of over 2,000 a day. The Prices Unit is situated at Thames House South, Millbank, London, SW1 (tel. 01-834 2299).

Prices—the questions and answers

THOUSANDS of questions and answers are being handled by the DTI's Special Prices Unit, set up following the Prime Minister's announcement on pay and prices earlier this week. These are examples:

At what time on November 6 does the prices standstill become effective? The time of the Prime Minister's Statement, ie 3.30 p.m. on Monday, November 6, 1972.

Is it illegal for manufacturers to put up prices now? No, but as soon as the Bill is law, manufacturers may be required to reverse price increases that cannot be justified.

What happens if manufacturers put up prices now? Manufacturers may be given a Notice to reduce them to the pre-November 6 level.

What price increases will the Government approve? The Government will expect increases in costs (either import or domestic costs) to be absorbed wherever possible by increased productivity or a temporary reduction in profit margin. Agreement to increases will normally be confined to cases where raw materials or raw agricultural produce account for a high proportion of total costs.

How do manufacturers get approval for a price increase? Write to the Industry Division in DTI or to the Government Department responsible (Department of the Environment in the case of building materials or the Department of Health and Social Security in the case of medicines, etc.) and ask for a notification form. If a manufacturer does not know who this is, he should write to the Prices Unit, who will pass it on.

A manufacturer has a contract which requires him to pay or charge higher prices after November 5. Is this alright? When the Bill becomes law the Government will have powers to declare the increased charge invalid. We shall need to examine the contract, and each case will be considered on its merits, using the criteria applied in judging other proposed price increases. Where the seller is not voluntarily prepared to forego the increase, the buyer should comply with his contract until an order is made.

Can a shopkeeper pass on higher prices of goods he buys for resale? Yes. But he may not increase his cash margin on any product line without approval.

What is a cash margin for a shopkeeper? The difference in money terms between what he pays for goods and what he sells them for; this applies to each product line.

Where prices go up can a shopkeeper take his usual percentage mark-up? No. He can only take the pre-November 6 cash gross profit as a sum of money.

A shopkeeper had a sale in his shop just before the standstill. Must he stick to these prices? No. He may go back to his normal prices and his normal cash margin.

If a shopkeeper had cut his price as a special offer or loss leader on an item, can he put his price back? Yes. He can go back to his normal cash margin.

Can a shopkeeper alter the number of Green Shield Stamps or other discounts he gives? He must not give less than he did before November 6. He can, of course, increase his discounts or stamps.

Can an importer of a finished product put up his prices because he has to pay more to his supplier abroad? Yes. provided the cash margin on resale is not increased.

If a shopper pays a higher price now and the Government later orders it to be reduced, will he or she get a refund? No.

Are mortgages covered by the Bill? No, the Bill does not cover interest rates or Building Society Mortgage rates.

Can a holiday-tour company surcharge customers for additional costs brought about by the fall in the value of the £? Yes, if the surcharge was applied by the company before November 6. If not the company will need the consent of the Department.

I have been already notified that my golf/tennis Club subscription will be increased from some future date. Is this covered by the standstill? Only if the club operates in the course of business. (Most social clubs are non-profit making).

Parents have already been notified of an intention to increase school fees at some future date. Does the standstill apply? Yes. This is a charge in the course of business.

The DTI's Special Prices Unit deals with inquiries about the operation of policy under the Counter-Inflation (Temporary Provisions) Bill as it concerns all prices, except those for foodstuffs, which are the responsibility of the Ministry of Agriculture, Fisheries and Food. The Unit includes staff from the Department of the Environment and the DHSS, who deal with questions on prices for which these Departments are responsible.

Help for Northern Ireland traders

FURTHER substantial help for Londonderry, Newry and Belfast city centre traders who are facing severe economic difficulties was announced on November 9 by the Minister of State, Mr. David Howell.

An additional £1 million of grant aid is to be injected into these three key regional centres as part of the Government's continuing efforts to sustain the commercial life in these areas.

The Minister of State said: 'Forms of assistance, including the 75 per cent rates rebate scheme and grants towards security costs, have already been introduced by the Government and been acknowledged to be of tremendous help in alleviating some of the problems encountered by traders in these areas.

'However, it is appreciated that there are some city centre firms whose business has continued to deteriorate this year. They have grave liquidity problems and they may be unable to continue in business without further help.

'The additional aid is for the benefit of such people. It is aimed at assisting companies to make plans for staying in business and also to encourage them to retain the services of employees who otherwise might become redundant.'

Mr. Howell added: 'The Government attaches the utmost importance to the special position of these traders in the regional economy and is anxious to help them with their difficulties. In addition to these grants, the Northern Ireland Finance Corporation has joined with the banks in making arrangements for the extension of certain loan facilities in these central areas.'

In broad terms, to qualify for the new grant assistance, which will be applicable to businesses in those areas covered by the rates rebate scheme, a business concern will have to establish that its future operations are in real jeopardy. More specifically, it must be able to show from accounts and balance sheets for the accounting period ending between August 31, 1972 and August 30, 1973, that not only has it suffered financially as a result of the troubles but, having regard to the resources available to it, that it is in danger of moving into such circumstances that its ability to continue trading is in serious doubt. The assistance in approved cases of need will take the form of employment grants—£250 for each male employee and £125 for each female.

The new measure, said Mr. Howell, was a further example of the efforts of the Government to assist employment and to keep the economy in good heart. The Minister referred to the £30 million package of economic measures announced in July and said it was possible to some extent for the Government itself to create employment directly. The Urban and Rural Improvement Campaign, already employing 3,000 men with plans to increase that figure as quickly as possible by a further 1,000, was an example. Also the Government was creating direct employment in the construction industry by maintaining a high level of public investment.

'In addition to the direct contributions which the Government has made in the employment field there has been a strong element of assistance across the whole field of private-sector employment—industry, commerce and agriculture.

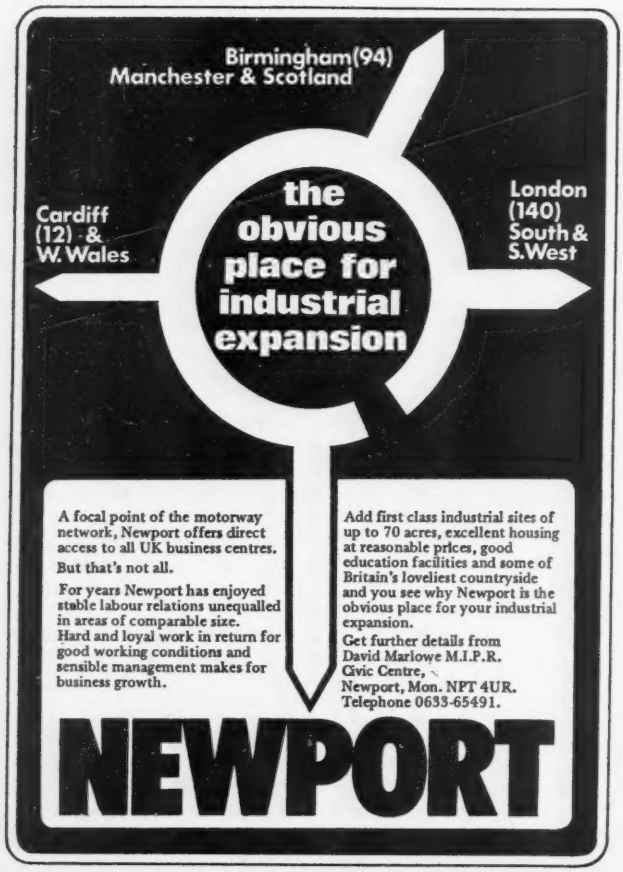
'Assistance to agriculture in the July package was worth some £9 million. The refund of SET from July 1972 worth £3½ million is giving material aid to service industries. For manufacturing industry we are aiming to encourage additional investment by offering 30 per cent tax free grants for plant and machinery and higher rates for projects providing additional employment. This, supported by an expanding training programme on which an extra £4 million will be spent is the next two years, is the most generous assistance available within the United Kingdom. The recently introduced security grants scheme will help to the extent of some £2 million towards the security bill which industry and commerce has had to meet.'

Mr. Howell added: 'I do not think that it is always realised in Northern Ireland just how wide ranging Government action on this front has been, and how important it has been in keeping the economy on an even keel.

'Unemployment is still far too high but the drop in numbers compared with last year is most heartening. I have no doubt that, but for these various schemes, the total would have been very much higher.'

Mr. Howell also referred to the current security situation. He stressed the Government's determination to put an end to the violence which had caused disruption of community and business life, and that the campaign against the terrorist was being waged with continuing vigour.

In the main urban centres measures against car and other potential bombers were being kept under review and where possible being made still more effective; hard evidence of the success of the security forces' efforts against the terrorists could be seen in the finds of arms, ammunition and explosives, and in the numbers being brought before the Courts charged with offences of a terrorist character. A particularly encouraging feature of the current situation was the amount of information reaching the security forces; this suggested that the terrorists were continuing to lose support in their local communities.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NEWPORT

New Government factory for double glazing firm

THE Department of Trade and Industry has announced that Home Insulation Ltd. are to occupy a 25,000 sq. ft. advance factory built by the English Industrial Estates Corporation on the Langthwaite Grange Industrial Estate, South Kirkby, Hemsworth, Yorkshire.

Home Insulation Ltd., makers of Everest Double Glazing, Waltham Cross, Hertfordshire are manufacturers of secondary windows. The company have already started to install machinery and hope to be in production by the end of November.

Employment in the South Kirkby premises is expected to reach 60/80 within 18 months, rising eventually to 200 (mainly men) when the company is in full production.

Official appointments

THE Secretary of State for Trade and Industry has authorised the following appointments:

Councillor Miss S. Roberts, Councillor L. Pearl, Alderman M. V. Slavin and Mr. R. W. Brenton as members of the London Electricity Consultative Council.

'Coal industry's own drive and energy must secure the future'

—Mr. Tom Boardman

ADDRESSING a Coal Industry Society luncheon in London on November 6, Mr. Tom Boardman, Minister for Industry, said: 'Until inflation is successfully controlled no industry, firm or individual can feel secure about the prospects for future prosperity. The coal industry is not immune. As a labour intensive industry, it is more vulnerable than many. I hope and expect the industry to respond to whatever is now necessary to beat inflation.'

Mr. Boardman added: 'Since taking office I have been devoting much attention to problems of the coal industry and its future. It is no secret that the Government will soon be taking a major decision which will affect the industry in a fundamental way.'

Outlining some of the main factors involved, he continued: 'First, the financial situation is frankly very serious. The overtime ban, then the strike, utterly wrecked the position that had been built up over many years. The Government and the industry have to put that right.

'Second, as far as production is concerned, the industry has made a remarkable recovery. Production in the last 30 weeks has been higher than in the comparable period of 1971. This is a credit to all, but particularly to those managers and supervisors and staff who toiled so hard during the strike to make it possible for work to resume.

'Third, is the recent upsurge of interest—and concern—about the future of the world's energy supplies. There is no longer talk of abundance. Today the talk is of an energy shortage crisis, and how trying to meet it will damage the environment.

'In this situation, the decisions and actions taken now will, I believe, determine the path coal takes for many years to come. We need to take the utmost care in forming an objective and balanced view of both the strengths and the weaknesses of coal's situation.

'Many of these are obvious. From the point of view of the balance of payments, coal has the advantage that it costs no foreign exchange to produce; indeed, coal exports can earn us foreign exchange. In security of supply, we know our coal reserves will last us for many years to come. And we know that they lie within our own jurisdiction.

'We know that our coal industry is resilient, and has the spirit to surmount many set-backs and disappointments. At the same time, we must recognise that at the heart of coal's future must lie the question of how far costs can be kept down. Weighed against the arguments about the balance of payments, and security of supply, must always be the question of whether a fuel can be produced efficiently at costs that make it economic, and can be offered at prices the consumer is prepared to pay.

'Action by both the Government and the industry is needed to put the industry in a sensible financial position. The Government has accepted that, in principle, it is prepared to give assistance. At the same time, I believe we in the Government must satisfy ourselves on the extent to which the industry itself will make its own contribution to increasing efficiency, improving productivity and hence holding down costs and prices.

'It was with this in mind that in August I asked the industry—both the management and the unions—to consider their approach to the industry's problems. This led to what I understand to be an unprecedented exercise in co-operation between the two sides of the industry in drawing up a joint programme of proposals for action, on the other hand by the industry and on the other hand by the Government.

'These I have discussed on two occasions jointly with the Board and the three mining unions. This process has taken us a long way down the road toward the decisions that we shall soon have to take.

'But after all the words that have been said, after the forecasts are made, after the financial arrangements are worked out, I am driven back to one critical unknown.

'A key element in assessment of the energy picture is to judge the attitudes of the people involved. Nowhere is this more important than in the coal industry. What, above all, will determine coal's place in the coming years will be the spirit and the drive and the energy which all those in the industry apply to securing the future for themselves.

'Countless examples can be quoted of impressive achievements in your industry. Going round pits as I have been doing can be a heartening experience in seeing the way people are tackling the job.

'But there is a job to be done in restoring confidence. The industry itself needs the confidence that it can generate through a truly concerted effort to achieve a steady and stable progress to continuing improvements in efficiency.

'Customers need confidence that coal will be there when they want it, and that the price will be kept within bounds. The Government needs to be assured that assistance provided now will not be dissipated through failure to keep costs under control. Only the industry—both management and men—can create this confidence by demonstrating in deeds as well as words that it has the collective will to build on its own undoubted strength.

'On this above all will depend the future of our coal industry here at home and in the wider scene of Europe.'

The Minister for Aerospace and Shipping, Mr. Michael Heseltine, examines progress on the DTI's X4 experimental satellite, due for launch into circular polar orbit in 1974. The X4 will test an attitude control system, and new sun, star and horizon sensors, together with an unfurlable solar array. The Minister was visiting the main contractor of the satellite, Hawker Siddeley Dynamics Ltd., Stevenage, and he also saw assembly work on the Blue Streak rocket. On the right is Mr. H. D. Laidlaw, manager of the Assembly Integration and Test department.

Advance factory for New Tredegar

THE Minister for Industrial Development, Mr. Christopher Chataway, has announced that the Department of Trade and Industry intends to continue with the construction of a 20,700 sq. ft. factory at New Tredegar which was being purpose-built for C. and J. Clark Ltd. who have withdrawn. This 20,700 sq. ft. factory will now be a further advance factory built under the rolling programme for Special Development Areas and is expected to be completed by the summer of 1973.

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VAT: tax rebate scheme will avoid pretext for unjustified price rises

THE Chancellor of the Exchequer announced in the House of Commons on November 7 new proposals for dealing with the transitional problems of unsold stocks which will have borne purchase tax on March 31, 1973 and which will attract VAT when sold on and after April 1, 1973. To ensure that the possibility of double taxation cannot be used as a pretext for unjustified price increases, the Government have decided to substitute a tax rebate scheme for the transitional arrangements originally proposed in paragraph 27 of the VAT White Paper (Cmnd 4929). There will now be no 'tax pause' and purchase tax will continue in force on all goods to which it applies up to and including March 31, 1973.

Details of the scheme

Under the scheme, the final details of which are being worked out by Customs and Excise, traders registered for VAT will be able to make a claim on a prescribed form in respect of the amount of purchase tax which has been paid on goods for resale remaining in their stock at the close of business on March 31, 1973. Goods held on sale or return will be outside the scope of the scheme since they will not have borne purchase tax. Sale or return can still offer an alternative method of avoiding double taxation but sale or return arrangements are no longer the only means of relief available for particular classes of goods. Claims will have to be lodged with Customs and Excise shortly after April 1, 1973. Traders will need to keep supporting documentary evidence, eg purchase invoices, to substantiate their claims. The amount claimed will be entered separately in the trader's first VAT return and treated as if it were deductible input tax and offset against the amount of output tax entered on the return.

VAT registration essential

Only traders registered for VAT will be able to make a claim and it is essential that those who wish to take advantage of the scheme should make timely application for registration. Registration of businesses for VAT began last month. Those businesses with names beginning A-C should already have registered and as previously announced those with names D-J should register in November, K-Q in December and R-Z in January 1973. These limits are not however, inflexible and if, in the new circumstances, traders wish to register earlier than previously envisaged, this will be acceptable.

Goods chargeable with revenue duties

Similar arrangements will apply to alcoholic drinks, tobacco, matches and mechanical lighters, if the duties on these goods are reduced when VAT is introduced.

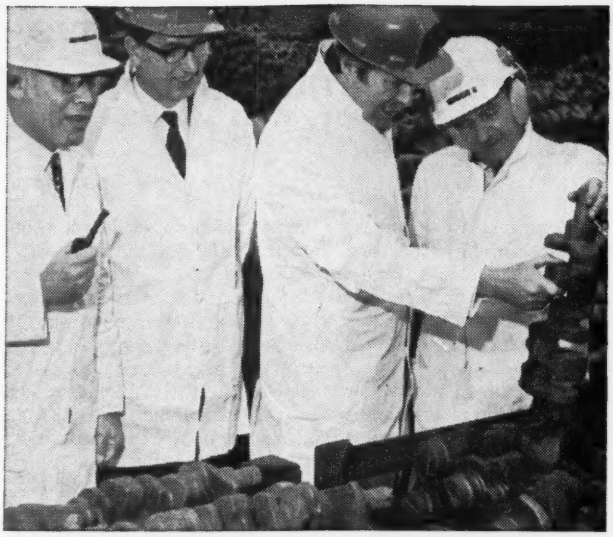
General

Legislation will be introduced following the 1973 Budget. Customs and Excise will, in due course, issue a Public Notice explaining the scheme in detail, together with the claim form.

Note

The White Paper on VAT (Cmnd 4929) set out in paragraph 27 two ways of dealing with the problem of unsold stocks on which purchase tax had been paid when VAT is introduced. Traders dealing in certain readily identifiable goods (mainly consumer durables) would, by agreement with Customs and Excise, be able to use sale or return arrangements so that if the goods were still unsold on April 1, 1973, there would be no liability to purchase tax. For other goods, it was proposed that purchase tax should be ended a short time before April 1, 1973 to provide a transitional period in which traders could build up stocks free of tax and sell as much tax-paid stock as possible.

The new arrangements replace these earlier proposals. However, goods covered by valid sale or return arrangements do not come within the scope of the scheme, because as explained above, if they remain in stock 'unadopted' at close of business on March 31, 1973, they will not be liable to purchase tax. Traders who nevertheless prefer to continue their sale or return arrangements in preference to using the rebate scheme must comply with the requirements set out in Customs and Excise Notice No. 77 (SOR).



Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, is seen at Garrington's Ltd., Bromsgrove, Europe's largest manufacturers of forgings—150,000 tons a year are produced for home and overseas markets. From the left: Mr. F. W. Baldrey, managing director; Mr. R. L. Sutton, DTI Regional Director for the West Midlands; Mr. Grant; and Mr. G. Onions, director and general manager.

VAT registration: guidelines for traders

TRADERS who have still to register for Value Added Tax will find helpful notes about completing their Notification forms (VAT 1) in the third issue of *VAT Bulletin*, published by HM Customs and Excise.

Registration, which is being staggered alphabetically, began in October for traders with names beginning with A to C, and continues as follows: D to J, November 1972; K to Q, December 1972; R to Z, January 1973. The form may be sent in sooner if early registration is required. The article gives guidelines which will assist traders to ensure that they give the information which is required, and send the completed form to its proper destination.

Other articles in the Bulletin deal with points which have arisen in connection with special schemes for retailers; explain the basis for determining tax value of goods and services; and describe how goods in bonded warehouse will be treated under VAT.

Intended as a link between Customs and Excise and management, *VAT Bulletin* is published at intervals of about six weeks. Single copies are distributed free to their members by trade associations and other representative bodies. Bulk supplies for company use may be obtained on subscription from HMSO, PO Box 569, London SE1. The minimum subscription—for 10 copies each of 10 issues—is £1.60 including postage.

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The Act and the Trade Union
Looks at the effect of the Act on trade unions, and explains the new institutions and procedures. Price £33·75. Minimum hire charge £1·60. Time 14 minutes. *Ref. No. UK 3141*

The Act and the Employer
Explains the effect of the Act on employers in their dealings with individual workers and with trade unions. Price £47·25. Minimum hire charge £1·60. Time 18 minutes. *Ref. No. UK 3142*

Collective Bargaining and Agreements
Describes the machinery created by the Act to resolve problems of recognition and negotiating rights. Price £47·25. Minimum hire charge £1·60. Time 17 minutes. *Ref. No. UK 3143*

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INDUSTRIAL RELATIONS ACT 1971

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UK-German co-operation in ships' safety equipment

As a move towards greater co-operation between the United Kingdom and the Federal Republic of Germany in the area of ships' safety equipment, the Department of Trade and Industry and the Federal Ministry of Transport have signed an agreement concerning arrangements for inspection and tests on each other's behalf, of ships' safety equipment during manufacture.

This agreement will not mean automatic acceptance on ships of the Federal Republic of British items of safety equipment or vice versa; both Departments will still need to satisfy themselves that equipment prototypes fully meet appropriate statutory requirements, but once a piece of equipment has been 'type-approved' the agreement sets out the procedure for inspection in the country of manufacture.

The agreement is limited initially to inflatable liferafts. There is provision for its future extension to other ships' safety equipment as and when required.

The following is the text of the Agreement.

AGREEMENT BETWEEN

THE SECRETARY OF STATE, DEPARTMENT OF TRADE AND INDUSTRY OF HER MAJESTY'S GOVERNMENT IN THE UNITED KINGDOM

AND

THE FEDERAL MINISTER OF TRANSPORT OF THE FEDERAL REPUBLIC OF GERMANY

on the procedure for inspection of Ships' Safety Equipment manufactured in the United Kingdom for German Shipowners and in the Federal Republic of Germany for British Shipowners.

The Secretary of State, Department of Trade and Industry of Her Majesty's Government in the United Kingdom

and

the Federal Minister of Transport of the Federal Republic of Germany

have agreed as follows:

Article 1

Ships' Safety Equipment manufactured in the United Kingdom and intended to equip ships of the Federal Republic of Germany must conform to the prototypes submitted to the Federal Minister of Transport or the authority designated by him and approved by him or by that authority after testing in order to ensure the equipment's compliance with the safety standards which apply in the Federal Republic of Germany for comparable equipment.

Article 2

The manufacture of such equipment in the United Kingdom shall be supervised as necessary by a Department of Trade and Industry surveyor or where appropriate by an official of the Aeronautical Quality Assurance Directorate, who shall carry out all inspections and tests laid down in the drawings and specifications approved by the Federal Minister of Transport or the authority designated by him, or shall verify that such inspections and tests have been carried out.

Article 3

Should the Federal Minister of Transport or the authority designated by him request the Department of Trade and Industry to apply any particular requirements, these shall be submitted to the Department of Trade and Industry who shall signify their agreement or any objections.

Article 4

After the satisfactory conclusion in respect of any article of equipment of the various inspections and tests described above, a certificate shall be issued by or on behalf of the Department of Trade and Industry for the article of equipment concerned, or the article shall be marked with a stamp of a design acceptable to the Department of Trade and Industry and the Federal Minister of Transport or the authority designated by him.

Article 5

If requested the Department of Trade and Industry shall issue to the See-Berufsgenossenschaft a report on the inspections and tests.

Article 6

The cost of performing the above-mentioned inspections and tests by the British Administration shall be borne by the British manufacturer.

Article 7

Similarly ships' safety equipment manufactured in the Federal Republic of Germany and intended to equip British ships must conform to the prototypes submitted to the Department of Trade and Industry and approved by them after testing in order to ensure the equipment's compliance with the safety standards which apply in the United Kingdom for comparable equipment.

Article 8

The manufacture of such equipment in the Federal Republic of Germany shall be supervised as necessary by an inspector of the See-Berufsgenossenschaft, who shall carry out all inspections and tests laid down in the drawings and specifications approved by the Department of Trade and Industry, or shall verify that such inspections and tests have been carried out.

Article 9

Should the Department of Trade and Industry request the Federal Minister of Transport to apply any particular requirements, these shall be submitted to the Federal Minister of Transport, or the authority designated by him, who shall signify their agreement or any objections.

Article 10

After the satisfactory conclusion in respect of any article of equipment of the various inspections and tests described above, a certificate shall be issued by or on behalf of the See-Berufsgenossenschaft for the article of equipment concerned, or the article shall be marked with a stamp of a design acceptable to the Federal Minister of Transport or the authority designated by him, and to the Department of Trade and Industry.

Article 11

If requested the See-Berufsgenossenschaft shall issue to the Department of Trade and Industry a report on the inspections and tests.

Article 12

The cost of performing the above-mentioned inspections and tests by the Administration of the Federal Republic of Germany shall be borne by the manufacturer in the Federal Republic.

Article 13

This agreement shall apply in the first place to inflatable liferafts only. At any time it may be extended to other articles of ships' safety equipment. For that purpose a simple exchange of letters between the Secretary of State, Department of Trade and Industry and the Federal Minister of Transport shall suffice.

Article 14

This agreement shall also apply to Land Berlin, provided that the Government of the Federal Republic of Germany has not made a contrary declaration to the Government of the United Kingdom within three months from the date of entry into force of this agreement.

Article 15

This agreement shall come into force on December 1, 1972. Done at London on November 9, 1972 in two originals, one each in English and German, each text being equally authentic.

J. N. ARCHER
For the Secretary of State
Department of Trade and Industry
of Her Majesty's Government in
the United Kingdom.

Dr. G. BREUER
For the Federal Minister
of Transport of the Federal
Republic of Germany.

CAA suspends control of inclusive tour prices

THE Civil Aviation Authority has decided to suspend until further notice the control over the minimum prices of inclusive tour holidays in Europe taken after October 15, 1973.

The Authority has concluded that the control is no longer effective and, given the more widespread adoption of part charter arrangements on scheduled services, no longer serves a useful purpose. The Authority will do all it can to help British scheduled airlines to secure agreement to the extension of the part charter concept.

In reaching this decision the Authority is mindful of the need to enable efficient airlines to operate profitably. The Authority will require airlines to file the rates at which they make aircraft capacity available to organisers or inclusive tours and will use its powers to take corrective action should the need arise.

This decision should not be regarded as an invitation to travel organisers to engage in destructive pricing policies. In the Authority's judgment the losses incurred in recent years by tour operators have already inspired the pursuit of sounder pricing policies and the Authority looks to the industry to act in the responsible manner of which it is capable. The Authority will take account of tour operators' pricing policies when considering whether their financial resources are sufficient to justify the grant of travel organisers' licences.

Notes

The control over the prices of inclusive tour holidays by air specifies the lowest prices which may be charged at particular times, on particular routes, and for particular lengths of stay. This control (which is often referred to as 'Provision I') has been progressively relaxed over recent years.

The Authority's decision relates to holidays in Europe and certain countries in North Africa.

With effect from April 1, 1973 scheduled services will be able to carry inclusive tour passengers on a part charter basis to all destinations in Europe except Germany, Austria, Switzerland, the Netherlands, Belgium and Northern France.

In 1971 the Air Transport Licensing Board published figures of tour operators' turnovers, profits and losses in 1969 and 1970. The following table includes the corresponding figures for 1971. These figures relate to the same 56 companies throughout—companies which commenced or ceased trading during these three years are excluded.

AGGREGATE RESULTS OF 56 TOUR OPERATING COMPANIES

Year	Number of companies	Profit (Loss)	Turnover
1969	43	£2,330,154	
	13	(£1,203,351)	
	56	£1,126,803	£105,816,206
1970	39	£1,909,330	
	17	(£3,649,162)	
	56	(£1,739,832)	£139,199,400
1971	37	£977,063	
	19	(£9,649,705)	
	56	(£8,672,642)	£169,604,900

The suspension of the control relates to inclusive tour holidays where the passenger pays a single price covering air travel and surface accommodation throughout his stay. Other types of holiday, such as fly-drive holidays, will be dealt with separately on their merits.

Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, flew to the Isle of Wight in an Islander aircraft recently to visit Britten-Norman at Bembridge and British Hovercraft Corporation at East Cowes. Left: A remotely controlled model submersible vehicle going through its paces in a test tank at East Cowes attracts the attention of Sir Christopher Hartley, deputy chairman of BHC (left), Mr. Onslow, and Mr. M. S. Igglesden, assistant director of the DTI Hovercraft Directorate. Right: At Bembridge, the Minister is seen with (left to right) Mr. John Britten and Mr. Desmond Norman, co-founders of Britten-Norman and directors of Britten-Norman (Bembridge) Ltd. a member of the Fairey Group, and (right) Sir Joseph Hunt, chairman of the Fairey Company Ltd. Orders taken since the end of August now total 58 units worth more than £2½ million. To date Britten-Norman has sold well over 400 aircraft, more than 90 per cent of which have been exported to 67 countries.

Patents endorsed 'Licences of Right'

UNDER section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of right' on the dates specified.

Number	Grantee	Subject-matter
October 18, 1972		
1,077,843	Agfa Aktiengesellschaft	Magnetic recording tape
1,125,816	Frederik Stuart l'Estrange Woods	Swing doors
1,167,559	Agfa-Gevaert Aktiengesellschaft	Antistatic layer for photographic materials
1,120,455	Groupement Atomique Alsacienne Atlantique (GAAA)	Remote-controlled alarm networks
1,209,586	Groupement Atomique Alsacienne Atlantique (GAAA)	Improvements to telealarm networks
1,216,259	Muanyagipari Kutato Intezet	Process and an apparatus for the continuous production of flat or longitudinally profiled sheets from synthetic resin
1,272,142	Roderick Wilhelm Graff	Structural panel
October 19, 1972		
1,195,182	United States Atomic Energy Commission	High pressure preparation of yttrium sesquicarbide
1,198,964	United States Atomic Energy Commission	Method of preparing fuel plates for a nuclear reactor
1,206,733	United States Atomic Energy Commission	Fuel subassembly for a liquid-metal-cooled fast reactor
1,216,824	United States Atomic Energy Commission	High power hydrogen thyratron
1,219,714	United States Atomic Energy Commission	High-density isotropic graphite
1,231,755	United States Atomic Energy Commission	Preparation of the rare earth sesquicarbonates
1,255,268	United States Atomic Energy Commission	Filtration, method of separating liquids from extraneous materials
October 20, 1972		
1,151,326	United States Atomic Energy Commission	Method of making combination fuel rods
1,158,535	United States Atomic Energy Commission	Method of making uranium dioxide more reactive
1,161,654	United States Atomic Energy Commission	Process for sodium heated modules
1,168,603	United States Atomic Energy Commission	Method for making magnetic coils

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement of Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

Clearance of merger proposals by the Department of Trade and Industry

THE Department of Trade and Industry announce that, on the information at present before them, it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

Cadbury-Schweppes Ltd. and Jeyes Group Ltd.

Europe maintenance men meet

A DEPARTMENT of Trade and Industry reception, in honour of members of the Council of the European Federation of National Maintenance Societies, was held on November 10 at the Royal Garden Hotel.

Mr. Laurence Tindale, the DTI Director of Industrial Development was host at the reception, and the guests included executives of the British Council of Maintenance Associations, senior members of institutions concerned with maintenance engineering matters, and members of the DTI and the Committee on Terotechnology.

The European Federation of National Maintenance Societies was set up in 1970 to improve the exchange of information between maintenance engineers and maintenance managers throughout Europe.

Merseyside and North Wales Electricity Board appointment

THE Secretary of State for Trade and Industry has authorised the appointment of Mr. D. Morley-Smith as a part-time member of the Merseyside and North Wales Electricity Board in succession to Major Graesser who retired recently. Mr. Morley-Smith is Deputy Chairman and Managing Director of Rubery Owen Distributors Ltd. for North Wales and Chairman of its six subsidiaries and a Director of Salopian Kenneth Hudson Ltd., all of which form part of the Rubery Owen Group of Companies.

Appointments to the Metrication Board

MR. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, said in the House of Commons on November 6 that two new appointments to the Metrication Board were being made.

Answering a written question, Mr. Onslow said: 'I am pleased to inform the House that Miss D. D. Hyams, managing director of Tesco (Wholesale) Ltd. and Mr. Dennis Landau, food controller of the CWS Ltd., have accepted my invitation to become members of the Metrication Board.'

Appointments to Airworthiness Requirements Board

THE Civil Aviation Authority has appointed Mr. Charles Abell, engineering director of British Overseas Airways Corporation, and Mr. Travis Buxton, technical director of Court Line Aviation, to be members of the Airworthiness Requirements Board.

Mr. Abell, who was nominated by the British Airways Board, replaces Mr. Keith Granville who resigned from the ARB because of his new BAB commitments. Both Mr. Abell and Mr. Buxton bring to the Board additional expertise in engineering and maintenance. Mr. Buxton also brings knowledge of the safety problems experienced by independent operators.

The Airworthiness Requirements Board was established earlier this year under the Civil Aviation Act 1971 to advise the Civil Aviation Authority on standards of design, construction and maintenance of civil aircraft. Its members include operators, insurers, constructors and pilots.

Public inquiry into proposed overhead electric lines in Surrey

THE Secretary of State for Trade and Industry has authorised a public inquiry to be held into the application by the South Eastern Electricity Board for his consent to the placing of a 132 kV line across lands in the Rural District of Dorking and Horley and the Urban District of Dorking in the County of Surrey.

The Secretary of State has appointed Mr. L. G. Hambrook, CEng., MIEE, a Senior Engineering Inspector of the Department of Trade and Industry, to hold the inquiry on his behalf and Mr. D. T. B. Pope, ARIBA, MRTPI, a Senior Planning Officer of the Department of the Environment, will attend as an assessor on amenity aspects.

The inquiry will be held at the Wilkinson Centre, off West Street, Dorking, Surrey, and will open on Tuesday, February 6, 1973, at 10.30 a.m.

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PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

MONDAY, NOVEMBER 6

Credit card purchases

Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, was asked if he would make a study of the effect of discounts charged to retailers by banks on credit card purchases, particularly in impelling retailers to raise their prices in order to compensate for the discount. He replied 'I am not satisfied that it would be right to devote official resources to such a study at present, though I am watching the effects of recent developments carefully.'

The steel industry

Questions were asked on investment proposals from the British Steel Corporation, and on the future of the Scottish steel industry. Mr. Tom Boardman, Minister for Industry, replied that the British Steel Corporation had submitted their development proposals. These were being studied and a statement would be made to the House as soon as possible.

Steel production in Scotland

Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry, was asked to state the present day production and capacity of the steel industry in Scotland; and express the former as a percentage of the latter. He said that crude steel production in Scotland for the nine months ending September 30, 1972 was at an annual rate of some 2.7 million tonnes. Current nominal crude steel capacity in Scotland is approximately 3.5 million tonnes. He went on: 'I would warn the hon. Member that because of fluctuations in production it is misleading to express production as a percentage of capacity and I am asking the chairman of the Corporation to write to the hon. Member on this point.'

Monopolies Commission

In answer to a question on the number of references to the Monopolies Commission since July 1, 1970, Sir Geoffrey Howe replied that there had been eight monopoly references, five merger references and one general reference on parallel pricing. There had also been one request to the Commission to give information and assistance in relation to gas and electricity connection charges.

Sir Geoffrey was also asked how many staff were employed by the Monopolies Commission; and what was the total annual cost to public funds. He answered that on November 1, 1972, the Commission's staff numbered 68, including eight part time and agency staff. The estimated cost for the current financial year 1972/73 was £276,000 of which £254,000 was for salaries and wages.

Whitefriars Investment Trust

A Member asked Sir Geoffrey Howe when action was first requested regarding Whitefriars Investment Trust Ltd.; what action was taken; why, since a Receiver was appointed in 1964, matters connected with this company had still not been resolved; and when the position was expected to be cleared up. Sir Geoffrey answered that some complaints were received in 1967 and 1968 alleging failure by the directors to produce accounts and other information. Complainants were informed that defaults were not normally pursued after a Receiver had been appointed. The second part of the question was a matter for the Receiver.

Hi-jacking

Mr. Michael Heseltine, Minister for Aerospace and Shipping, was questioned about action being taken to protect British civil aviation 'from the danger of hi-jacking by persons boarding aeroplanes at airports in Libya, Algeria, Lebanon, Egypt and other states actively encouraging air piracy.' Mr. Heseltine replied: 'HM Government are in close contact with United Kingdom airlines and advise them of the threat to their operations both in the United Kingdom and overseas. Our airlines are taking appropriate security measures in the United Kingdom and, subject to local laws and practices, at foreign airports.'

Another Member referred to 'Libya's open complicity in acts of air piracy' and asked if action would be taken to, halt flights to and from Great Britain and Libya. Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace and Shipping, said: 'Action of the kind proposed would not be effective or justified except within a widely supported international framework providing for the establishment of the facts of cases and for consultation on any joint action to be taken. Her Majesty's Government are taking an active part within the International Civil Aviation Organisation in the consideration of an international convention for this purpose.'

Protection of buildings from fire

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, answered a question about steps taken when approval was given to the provision of Government financial support for the construction of new industrial buildings to ensure that so far as possible they were built of materials with an inherently high fire resistance. He said: 'Part E of the Building Regulations 1972 requires structural precautions against fire when buildings are erected. The principles of these mandatory requirements are well known. In providing financial support for the construction of new buildings I do not consider that an additional check to ensure that these requirements are being met should be imposed by my Department.'

Objects dropped from aircraft

Asked if legislation would be introduced to require the airport authority, in the first instance, to pay compensation for damage caused by objects dropped from aircraft, with the right to recover such damages from the person responsible, Mr. Cranley Onslow, Parliamentary Under-Secretary of State for Aerospace, said: 'No. It would not be appropriate to place on an airport authority responsibility for this type of damage caused by aircraft operators. A right to recover damages from the owner of the aircraft without proof of negligence already exists under Section 40 (2) of the Civil Aviation Act 1949.'

Electricity installation charges

A Member asked if a general direction would be given to the Electricity Council to revise their policy on installation charges. Mr. Emery said: 'No Sir, because the electricity industry is implementing the request announced by my right hon. Friend, the then Minister for Trade on July 31 to adopt the majority recommendations of the Monopolies Commission Report on Connection Charges for Electricity and Gas.'

Trade Descriptions Act

Sir Geoffrey Howe was asked to list successful prosecutions under the Trade Descriptions Act 1968, since the Act became operative, giving the names of firms convicted, and stating how many of the prosecutions were not instigated by the Weights and Measures Inspectors. He replied that only local weights and measures authorities have to notify him of their intention to prosecute under the Act; they were, however, responsible for almost all such prosecutions. Up to May 31, 1972, 3,870 prosecutions had been notified, 3,418 of which resulted in a conviction. Sir Geoffrey added: 'It would not be appropriate for me to give further publicity to the names of firms convicted, many of which have already appeared in Press reports.'

Post-Apollo programme

Answering a question on British participation in the Post-Apollo Programme, Mr. Onslow said: 'Discussions with our European partners about possible participation are still continuing. It is proposed to hold an informal meeting of Ministers in Paris on November 8/9. My Hon. Friend the Minister for Aerospace will attend.'

Sulphur content of coal

Mr. Emery was asked what was the average sulphur content of United Kingdom coals; and if he would ascertain from the National Coal Board and publish the steps the Board was taking to reduce atmospheric pollution. He replied that the average sulphur content of United Kingdom coals as delivered to the consumer was about 1.4 per cent. Estimates of the quantity of sulphur emitted into the atmosphere as a result of coal utilisation were summarised in Appendix A.2 to Volume 1 of the National Survey of Air Pollution 1961-71, HMSO, 1972.

The National Coal Board published recently a monograph entitled 'Coal and the Environment' in which the steps taken by the Board to reduce atmospheric pollution were described.

Charter flights

A question was asked on the number of staff in the DTI who would be concerned solely with the enforcement and administration of regulations governing advance booking charter flights. Mr. Onslow answered: 'My Department is concerned with international relations aspects and permits controlling foreign operators' flights. No staff will be concerned *solely* with advance booking charter flights, which will be dealt with amongst other work.'

Remote sensing of the earth by satellite

A Member asked if the Secretary of State would enter into consulattions with other countries about safeguards guaranteeing the interests of developing and industrialised countries, as a result of the development of satellites exploring the earth's resources by

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PARLIAMENT
continued

remote sensing apparatus. Mr. Heseltine said: 'My Department is represented on a United Nations Working Group which is currently studying the problems arising from Remote Sensing of the Earth by Satellite. I am satisfied that the United Nations is the best forum in which to pursue these matters.'

Fire hazards at sea

A question was asked on the equipment carried by tankers and other vessels in collision with tankers carrying inflammable liquids under the Merchant Shipping (Life Saving Appliances) Rules 1965 that would adequately protect seamen against fire, particularly when the conflagration likely to ensue would envelop instantaneously life boats provided. Mr. Onslow answered that for fire hazards ships required fire appliances in accordance with the Merchant Shipping (Fire Appliances) Rules 1965. Cargo ships of 4,000 gross tons and over and all passenger ships must also have structural fire protection. It was extremely difficult to guard against the effects of a flash fire of the kind envisaged but fire safety on tankers was to be further discussed at a meeting of the Inter-Governmental Maritime Consultative Organisation in January in which the United Kingdom would be playing a leading part.

Mineworkers' wages

The following information was provided by Mr. Emery in answer to a request for the percentage increases in wages of mineworkers for each year during the past decade, and the percentage increase in coal price in each of those years.

Percentage increase over the previous year

	Wholesale coal price index	Colliery workers cash earnings(a)(b)
1961	5.5	6.1
1962	4.8	4.0
1963	1.3	4.9
1964	0.4	4.5
1965	0.6	6.5
1966	9.0	5.3
1967	2.3	4.9
1968	0.3	5.9
1969	1.1	6.5
1970	14.0	13.6
1971	17.8	14.3

(a) Average weekly cash earnings of workers in NCB mines.
(b) Fiscal years from 1963/4.

Industrial development

Mr. Grant answered questions on industrial development in the London area, the Northern Region and in Sunderland.

Price of petrol

Mr. Emery told a Member who asked what proportion of the current price of petrol was attributable to royalties, taxes and other payments imposed by petroleum exporting countries, that on average the royalties and taxes etc. imposed by petroleum exporting countries represented between 50 per cent and 60 per cent of the landed price of crude oil in the United Kingdom. Petrol prices were about 10-12 times the price of crude.

EEC requirements on oil stocks

A Member inquired what was the minimum level of oil stocks required by the European Community; how this compared with the British requirement; and when it was anticipated that a 120-day requirement would be introduced. Mr. Emery replied that the current European Economic Community minimum level was 65 days (based on the previous year's consumption), and a draft Directive was before the Council raising this to 90 days. 'Our present stocks are well above 65 days, and we propose to take steps to conform with the EEC Directive' he said. 'A suggestion for a further increase to 120 days has not yet been discussed.'

TUESDAY, NOVEMBER 7

EEC Summit Conference

A further statement was requested on the energy policy discussions during the European Community's Summit Conference. Mr. Emery said: 'The Conference invited the Community institutions to formulate as soon as possible an energy policy guaranteeing certain and lasting supplies under satisfactory economic conditions. The United Kingdom intends to play an active role in the process of study and policy formulation that will now ensue.'

Another Member asked for clarification on the Secretary of State's statement about the European Summit Meeting in respect of an increase in imports from developing countries to 15 per cent, and in particular whether he was referring to imports in general or imports of manufactured goods only. Sir Geoffrey Howe answered that the proposed increase of 15 per cent related to an overall Community policy on development co-operation, in which a major element would be the improvement of generalised preferences with the aim of increasing imports of manufactures from developing countries.

EEC entry: regional aid

Mr. Christopher Chataway, Minister of Industrial Development, was asked to state the minimum figure acceptable to Her Majesty's Government for regional aid receipts from the European Economic Community.

'This will depend on the results of the Community's work on this subject during 1973,' he replied.

Asked to estimate the amount of the proposed EEC Regional Fund; the likely UK contribution to the Fund; and what level of benefit was likely to be derived from it by the United Kingdom, Mr. Chataway said: 'I cannot anticipate the outcome of the Community's work on this subject during 1973.'

Credit cards

Referring to 'the growing practice of the banks and other financial organisations, issuing both credit cards and credit offers to persons and organisations without request, a Member asked if powers would be sought to prevent this practice. Sir Geoffrey Howe answered: 'I am considering a ban on the unsolicited issue to consumers of credit cards and of agreements for money loans as part of proposed legislation of consumer credit, which would also regulate generally the contents of advertisements of credit offers.'

Trade Descriptions Act: prosecutions of airlines

Sir Geoffry Howe was asked how many prosecutions of tour operators, travel agents and airlines took place and how many fines were imposed under the Trade Descriptions Act in 1971 and to the latest convenient date in 1972. He replied that 22 such prosecutions were notified to him by local weights and measures authorities during 1971 and fines were imposed in 17 cases. The corresponding figures for the first half of 1972 were 18 and 13.

Sir Geoffrey was also asked what proposals he had to ensure increased public awareness of rights of redress and compensation against airlines and tour operators under the provisions of the Criminal Justice Act. He said: 'I am considering whether any steps need to be taken to draw attention to the provisions referred to, which do, of course, apply to a wider field than that identified by the hon Member.'

In answer to a further question: what definitional guidance would be supplied to local authority officers under the Trade Descriptions Act concerning the advertisement in newspapers and elsewhere of 'scheduled', 'charter', 'low cost', 'economical' and 'discount' flights in connection with the introduction of advance booking charter flights, Sir Geoffrey said he was prepared to consider carefully any reasoned case that was put to him for an Order under Section 15 of the Act to define a particular term.

Charter flights

Several questions were put to Mr. Onslow on the subject of proposals for advance booking charter flights. Answering, Mr. Onslow said: 'Proposals for advance booking charters were put by the United Kingdom to the other European administrations in the European Civil Aviation Conference (ECAC) last year. Following study, ECAC evolved a scheme, incorporating the main features of the United Kingdom proposals, which was then studied, together with United States and Canadian proposals, in tripartite meetings this year between representatives of the European, United States and Canadian administrations. These tripartite discussions reached, at a meeting in Ottowa last month, successful results ad referendum to Governments, to be reported for approval on the European side to a meeting of ECAC later this month.

'Subject to licensing and control action in the countries concerned, under their own powers, the international discussions' results should open the way for transatlantic charters on an advance booking basis from the 1973 summer season onwards. The licensing of United Kingdom airlines and travel organisers are matters for the Civil Aviation Authority, and that Authority has issued its provisional conditions for charter flights on the new basis, in the light of the international discussions (with which it was closely associated), and has invited applications for licences from British operators. The USCAB has also issued new licensing rules, at present under litigation in the US Courts. The Canadian situation enabled the international understanding as to charters on the new basis with that country to be firmer, and the Canadian authorities envisage that affinity group charters will be replaced during next summer. Detailed requirements will naturally be likely to vary somewhat, country to country, according to law and circumstances. The succssful results so far from the multilateral discussions suggest that sufficient compatibility in requirements should be reached for the performance of services to be practicable.

'Attention was given first to the North Atlantic which presented the largest problem, but it is intended that consideration of other main routes will follow. I have not received representations from any foreign airlines, though several have indicated their interest in obtaining appropriate permits for such flights when available.' Mr. Onslow was also asked how many enforcement officers were employed by his department who were solely concerned with regulations governing affinity group charter flights. He replied that flights by British airlines were a matter for the Civil Aviation Authority. For foreign airlines, it was not possible to state a figure for staff solely concerned with affinity group charter flights: staff concerned were engaged also on other duties regarding non-scheduled flights of various types and their control. Some time of Civil Aviation Authority staff might also be given to enforcement upon foreign airlines at the DTI's request.

As a result of the Department's actions, Mr. Onslow said in reply to another question, airlines removed 475 passengers in 1971; and 216 in

1972 up to the end of March when in respect of British operators this matter became the responsibility of the Civil Aviation Authority. No scheduled airline operators' licences were withdrawn as a result of infringements of affinity group charter regulations. up to the end of March 1972 when this became the responsibility of the Civil Aviation Authority. Asked how many affinity groups were prevented from flying with British airlines in 1971, and to the latest convenient date in 1972, because of failure to meet affinity group charter regulation requirements, Mr. Onslow replied: 'This became the responsibility of the Civil Aviation Authority on April 1, 1972. Until then affinity group flights were operated by airlines without individual consent from the Air Transport Licensing Board and it is therefore impossible to say how many groups were refused carriage by airlines because of a failure to comply with the affinity group rules.'

In answer to a similar question concerning foreign airlines, Mr. Onslow said: 'The numbers prevented by foreign governments' controls, or by the actions of airlines or charterers aware of the requirements here or abroad, or from IATA members conforming with their own association's requirements, are not known. In 1971 and 1972 to date, applications for 137 one-way flights by foreign airlines were not granted, because my Department were not satisfied that groups to be carried complied with the criteria. In addition a number of applications were withdrawn by airlines following requests by my Department for additional information on the groups.'

In answer to questions on representations from the US Government, European governments and US supplemental carriers following the licensing by the Civil Aviation Authority of 'Skytrain' flights on the North Atlantic. Mr. Cranley Onslow said that no representations had been received from the United States Government or from European governments. Some aeronautical authorities in Europe had offered informal comments, especially as to timing in relation to other developments. No representations had been received from US operators: one US 'Supplemental' airline gave an indication to the DTI, later withdrawn, that it contemplated a similar service. A further question was on discussions with the US and Canadian Governments about US supplementals fifth-freedom operations between the United Kingdom and Canada. Mr. Onslow said that in several discussions during 1971, the DTI's officials pointed out to the US authorities that, since the US CAB did not normally allow British charter operators to perform fifth freedom charter flights outward from the USA, a similar limitation would be placed upon United States 'supplemental' operators fifth freedom flights outward from this country. This took effect from April 1, 1972. The United Kingdom had no locus regarding controls in Canada upon United States operators' flights.

In reply to a request for a statement on the limitations imposed by the DTI on incoming inclusive tour flights by United States supplemental carriers, Mr. Onslow said: 'Both the United States authorities and my Department in giving permits for US operators' flights require that charter flight inclusive tours between the United States and this country should observe a minimum price control and that the tours should visit not less than three places. In concert with administrations of the European Civil Aviation Conference my Department has also controlled the overall number of Eastbound inclusive tour charter flights operated by US airlines. Limitations are imposed by the United States authorities affecting the volume of charter flights from that country by United Kingdom independent airlines.'

Mr. Onslow was asked to say how many airlines were fined in 1970 and 1971, and to the latest convenient date in 1972. for breaches of British regulations governing affinity group charter flights. 'One, up to the end of March 1972,' he replied. 'Insofar as British operators are concerned this became a matter for the Civil Aviation Authority on April 1, 1973.

Grants to NCB

Mr. Chataway was asked whether the National Coal Board was eligible for grants of public funds under the Industry Act 1972; or under what legislative process the Board was authorised to draw funds for purposes similar to those contemplated in the 1972 Act. He replied that Regional Development Grants were available to the Board in respect of its main activity and any other qualifying activity in which it was engaged. The Board also received help under the Coal Industry Acts. Selective assistance under the Industry Act would not normally be appropriate for the nationalised industries for whom other forms of help were available, but the possibility of its use was not ruled out if particular circumstances arose to justify it.

Shepperton Film Studios

A statement on the sale of Shepperton Film Studios was asked for. Mr. Grant replied: 'The NFFC who, as holders of a Special Preference Share in Lion International Limited must give their consent to the sale or disposal of any of the assets at Shepperton Studios, have informed me that they have reached agreement in principle with Lion International on the future of Shepperton Studios on the terms set out in the following statement issued to the Press today.

The National Film Finance Corporation (NFFC) and Lion International Limited (Lion) announce that following lengthy and detailed negotiations between the parties the following arrangements have been approved in principle for the future utilisation of Shepperton Studios and its land.

'There will now be constituted by Shepperton Studios Ltd.:

(a) A studio complex of about 15 acres based on the existing stages A, B, C, and D and including the associated workshops, dubbing theatre and other existing facilities plus an area of open space (to be used as a Film Lot) outside the Old House.

(b) A five acre plot between the studio complex and the main road for which development permission would be sought for the purpose of offices and other facilities ancillary to the studio operation.

(c) The remaining area of land (approximately forty acres) which may be used by the owners for such purpose for which planning permission can be obtained.

'Lion will undertake to maintain facilities at Shepperton as a self-contained and independent studio capable of sustaining the production of two major films simultaneously. The initial staff to be employed at Shepperton under the new arrangements will be no fewer than 200 and it is hoped that other members of the existing staff will be absorbed in future arrangements which are at present under discussion with other film interests.

'It will be a matter for Lion to determine whether the studios will remain under their individual control or will be operated in conjunction with other studios elsewhere provided that the undertakings as to their continued operations as an independent self-contained unit are respected.

'The acreage of land referred to in paragraphs (a) and (b) above will be subject to a restrictive covenant similar in intent to the existing restriction at present operated by the NFFC but subject to suitable clarification of wording.

'The NFFC is satisfied that these arrangements will enable an adequacy of studio space to be provided for the industry. The NFFC is appreciative of Lion's willingness to co-operate and the responsible concern shown by Lion throughout the discussions to safeguard the welfare of the industry and in particular of their employees.

'Notwithstanding the studio difficulties, Lion has continued to make films and at present has four awaiting distribution or nearing completion and delivery. It is its intention to maintain production at least to the same level as hitherto.

Industrial development

Mr. Grant answered questions on industrial development in Nottinghamshire.

WEDNESDAY, NOVEMBER 8

Imports of footwear

A Member requested that if, in imposing a ban on cheap imported footwear from Common Market countries, the Secretary of State would in future act as soon as *prima facie* evidence of dumping was produced and place the onus of disproving dumping on the exporter. Sir Geoffrey Howe answered that imports from the Community were not being restricted. In conformity with the Customs Duties (Dumping and Subsidies) Act 1969 and the international Code, definitive anti-dumping duties were imposed only after full investigation. When circumstances warranted it, the Department already imposed provisional charges at the *prima facie* stage.

Sir Geoffrey gave the following information to a Member who asked how many pairs of footwear for men and women were imported from Italy, France, West Germany, Romania, Poland, Hungary and Hong Kong, respectively, during each year from 1969 to 1971; and what were the comparable figures for the first half of 1972.

United Kingdom Imports of Footwear*

	Million pairs			
	1969	1970	1971	1st half 1972
Italy	5.5	6.7	10.1	7.6
France	1.7	2.3	3.6	1.9
West Germany	1.3	0.7	0.4	0.2
Romania	0.8	0.9	1.3	0.6
Poland	1.3	1.9	2.5	1.9
Hungary	0.3	0.4	0.2	0.1
Hong Kong	35.3	35.0	38.3	21.2

* Division 85 of the Standard International Trade Classification (Revised) less heading 851.05—Gaiters, spats, leggings, etc.; men's and women's footwear are not consistently distinguished in the import statistics.

Oil from Scotland

An estimate of the annual value of the oil to be extracted from Scottish waters was asked for. Mr. Emery replied that production of oil from the British Continental Shelf was unlikely to start before the end of 1974. Production levels and the price of oil thereafter could not be accurately forecast. On the assumption that production from the UK sector of the Continental Shelf reached 75 million tons by 1980, the total value at current prices would be about £700 million. This estimate must be considered against the necessary investment and cost of finding, extracting and pumping the oil and was distinct from an estimate of net revenue.

THURSDAY, NOVEMBER 9

Trade Descriptions Act

Sir Geoffrey Howe was asked whether, in view of the case of Beckett versus Cohen in reference to the Trade Descriptions Act 1968, he would make a statement on the working of the Act. He replied: 'I am considering the implications of this judgment, but in view of the possibility of an appeal I should prefer to make no statement at present.'

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North Sea oil

Mr. Emery told a Member who asked what assessment had been made of the effect that the present level of effort expended on searching for oil in the North Sea would have on the search for North Sea gas, that oil and gas are found in similar structures and may be mixed together. Any exploration effort therefore increased the chance of finding gas.

Mr. Tom Boardman, Minister for Industry, was asked to state HM Government's policy in considering the issue of licences for exploration for oil in the United Kingdom Continental Shelf off the shores of Scotland. He replied: 'The criteria under which discretionary licence applications were judged in the last licensing round in 1971 were:

a. in the case of a company incorporated in a country outside the UK, the extent to which equitable reciprocal treatment was accorded in such other country;

b. the extent to which the applicant would further the thorough and rapid exploration of the oil and gas resources of the UK Shelf, particular attention being paid to financial and technical ability of the applicant to carry out an acceptable work programme, the details of which were to be submitted;

c. exploration work already done by or on behalf of the applicant relevant to the area applied for;

d. the overall performance of the applicant on other production licences;

e. the extent of the contribution which the applicant has made or is planning to make to the economy of the UK including the strengthening of the balance of payments and the growth of industry and employment.

'Before discretionary licences were issued the applicants agreed to minimum work programmes, which in the case of the last round provided for the drilling of 225 wells at a cost of over £200 million.

'Licensees are required by the terms of their licences to give the Government information about the progress of their exploration activity.'

FRIDAY, NOVEMBER 10

Electricity awards

Asked what was the cash equivalent of the recent award negotiated in the electricity-supply industry after taking into account the adjustments for changes in working conditions, and how this compared with the £2/£2.60 mentioned in the Downing Street statement of September 26, Mr. Boardman said: 'The Electricity Council estimates that the initial increase of £2.65 and the subsequent increase of 40p will lead to an increase in average weekly earnings per head of about £3.60 averaged over the 18 months covered by the settlement. It is not possible to quantify the other elements of the settlement in terms of average weekly earnings!

Thermography in air-sea rescue

Mr. Heseltine, asked what studies the department had undertaken, or was undertaking, into the uses of thermography in air-sea rescue services, said 'None, but I am making further inquiries with a view to deciding whether such studies might be usefully undertaken.'

Offshore fuel goods and services

Mr. Grant was asked if he intended to publish the report of the study being carried out by the International Management and Engineering Group of Great Britain into the market for goods and services required for the exploitation of offshore oil and gas. He said, Yes. The report had been received but as it contained confidential information relating to individual firms, the consultants were assisting in preparing a version suitable for publication.

Aircraft hijacking

Asked if he was satisfied with measures being taken at airports in Great Britain to prevent possible hijacking of aircraft, Mr. Heseltine said: 'There is close liaison between the Government and airlines which have been advised to maintain stringent security measures to combat hijacking and other acts of violence. The Government are meeting the costs of British and overseas airlines in searching their passengers and baggage at our airports and have recently completed comprehensive security surveys of the major British airports'.

Rolls-Royce management

Asked for a statement indicating the relationship between his department and the management of Rolls-Royce and the extent to which his consent was required in decision-making, Mr. Onslow replied: 'The Government as sole shareholder has placed responsibility for the management of the company on the Board of Directors.'

GOVERNMENT SALES

MINISTRY OF DEFENCE

November 28, 1972 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

Clothing and Textiles; Jersey pullovers; battledress trousers and blouses; Kapok coats; greatcoats; Khaki service dress trousers; Commando boots; scrap hessian; cotton cloth; shirts; vests; mixed rags etc; bivouac tents; furniture; chairs; tables; wardrobes; kitchen equipment; tyres; Vehicles and Machines; Land Rover; Bedford aambulance; fork lift trucks; BTC flat top 4 wheel trailer; 4 wheeled Brockhouse Cabin Trailer; platform truck; platform stacker; cranes; platform weighing machines; pallet trasnporters; Coventry climax portable fire pumps; bench drilling machines; pedestal drilling machine; bench milling machines; Universal milling machine; circular saw benches; Universal woodworking machines; 200 ton hydraulic press; sanding machine; chain mortising machine; power hacksaw etc; 5 ton ratchet jacks; Electrical equipment: micrometers; oscilloscopes; oscillographs; transformers; generators; receivers; power transformers etc; tape recorder; telephone cable; electric hand lamps; solid fuel ovens; stirrup pumps and a large quantity of miscellaneous items.

December 7, 1972 Miscellaneous Stores

Location: Golden Lion Hotel, Stirling

Auctioneers: Dixon & Wallace Ltd (Dept. L), Bank Buildings, Graham Square, Glasgow G31 1AW (Tel: 041-554-2447)

Textiles; Footware; Greatcoats; Canvas Sheeting and Tentage; Blankets; Pillow slips; Towels; Jerseys; Arctic and Foulweather Coats and Trousers; shorts; String vests; Blue serge Trousers and Blouses; White paper collars; Leather Knee boots; Industrial, Electrical and Electronic Plant and Equipment; Ferrous and Non-Ferrous metal and scrap; MT Tyres, Spares; Plant and Equipment; Paints and Oils; Stacking chairs; Photographic materials; Batteries; Wireless equipment; Ball and Roller Bearings; Outboard motors; Welding set; Carpets and Rugs; Fork lift trucks; Mobile crane; Land Rover station wagons; Electric tractor; Commer Van and other miscellaneous stores.

December 13, 1972 Miscellaneous Stores

Location: Ordnance Storage & Disposal Depot, Burton upon Trent

Auctioneres: Arnold & Son (Dept. L), 'Modwena' 13 Market Place, Burton upon Trent, Staffs DE14 1HD (Tel: 0283 64657)

Machine tools including bench, pillar and horizontal drilling machines, power hacksaws; capstan and centre lathes; hydraulic press 6000 lb; grinder and sharpening machines; electrical equipment; scrap metal; wooden boxes; aircraft spares; various items of clothing; furniture and kitchen equipment; high pressure steam cleaners; vehicle tyres; black PVC sheets; stirrup pumps; ground sheets; compressors; testing trolleys; quantity of 4.00 × 8 wheels with tyres; charging and portable generator sets; Ford and Rolls Royce petrol engines; scrap textiles, nylon; de-icing units; canvas covers; PVC waterproof coats etc..

December 20, 1972 Miscellaneous Stores

Location: The County Hall, Botchergate, Carlisle

Auctioneers: Harrison & Hetherington Ltd (Dept. L), Botchergate, Carlisle CA1 1SE (Tel: 26292/3/4)

Machine tools including folding, grinding and grading machines; sanders, pneumatic drills etc; furniture and kitchen equipment; wooden and metal boxes; a quantity of mini buses, Morris Mini and Minor Saloons; ambulance; fork lift trucks; dumpers; sledge hammers, shovels, spades; hand tools; electrical equipment including oscilloscopes, oscillators, capacitors, transformers, connectors, switches, terminals, valves, plugs: instruments including clinometers, calipers; cameras, stop watches, clocks, binoculars, flash guns; clothing; boots, shoes; etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (postal order only).

Sales by Tender Machine Tools

Pillar Drills; Grinders; Gear Generator; Capstan and Centre Lathes; Horizontal, Vertical and Universal Millers; Engraving, Shaping, Slotting and Sheetmetal-working Machines etc. Located at Enfield Middlesex. Permission to view on presentation of Tender form only, available from Director of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1V 6HE. Two tenders which must be returned by 10 am. November 28, 1972 and 10 a.m. December 14, 1972.

New customs import entry forms for certain export relief goods

HM Customs and Excise announce that it will be necessary for the United Kingdom to introduce four new import entry forms to comply with legislation of the European Economic Community. These will be Forms C 275, C 275A, C 277 and C 277A and they will come into use from January 1, 1973. They will replace the existing Forms X.S.110 and X.S.110A which are used for entering certain goods without payment of duty.

The new forms will be used as follows:

Forms C 275 and C 275A (continuation sheet). For entering goods imported without payment of duty and/or agricultural levy under Section 7 of the Import Duties Act 1958 for process (including incorporation or manufacture into other goods) and exportation of the resultant products. (Import procedures are described in Notice No. 221 which will be obtainable from local Customs and Excise offices towards the end of December 1972.)

Forms C 277 and C 277A (continuation sheet). For entering goods imported without payment of duty and/or agricultural levy under Section 7 of the Import Duties Act 1958 for re-exportation in exactly the same state, or similarly for importations under Section 1 of the Finance Act 1966 when relief is allowed on the exportation of other equivalent goods. (Import procedures are described in Notice No. 233, also available from local Customs and Excise offices towards the end of December 1972.) These forms will also be used for films imported for copying, printing, etc., to fulfil export orders under the Films (Temporary Importation) Regulations 1958 without payment of import duty (see Notice No. 210).

From January 1, 1973 the old forms will not be accepted by Customs Import entry Branches.

Anglo/German road haulage quota

MR. John Peyton, Minister for Transport Industries, on November 8 announced an increase in the number of permits available to enable British road hauliers to enter the Federal German Republic. This follows recent discussions between the Department of the Environment and the Federal Ministry of Transport.

The quota year, which hitherto has run from October to September, will in future coincide with the calendar year. For the last three months of 1972, 1,080 permits will be available, compared with 937 for the same period of 1971. The general quota for 1973 cannot yet be finalised because of uncertainty about UK participation in the Community Quota as a Member of EEC. But an interim increase of 15 per cent, on a monthly basis has been agreed for the early part of next year. This is subject to review once the Community Quota situation has been settled. The general quota for the year ending September 30, 1972 was 3,750.

Despite the interim nature of the increase a few additional firms can be admitted to Anglo/German road haulage, including transit traffic to third countries. Application forms may be obtained from Northern Traffic Area, and should be returned to that office by November 27.

The co-operation and road/rail quotas, which are adequate for British needs, remain unchanged.

A small but useful further concession will allow the use of non-quota permits by British vehicles making short distance transit journeys through the Federal Republic from German ports. Further details can be obtained from the Clerk, Northern Traffic Area, 36/42 Low Friar Street, Newcastle-upon-Tyne NE1 5XR (Tel. Newcastle-upon-Tyne 610031).

New EC legislation

Further information on the items in this section is available from Department of Trade and Industry, Export Data Branch (EDB), Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, extension as indicated at end of each item), or Commercial Relations and Exports (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel. 01-222 7877).

COMMON AGRICULTURAL POLICY: The texts of the following Regulation and Decision which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communatés Européennes*. The French texts may be seen on application.

Milk and milk products. Decision 72/356/CEE lays down the provisions governing statistical inquiries concerning milk and milk products. (*Journal Officiel* No. L246, October 30, 1972)

Pigs and pigmeat. Regulation (CEE) No. 2290/72 fixes the sluicegate prices and the levies in the pigmeat sector. (*Journal Officiel* No. L247, October 31, 1972)

Cattlemeat, beef and veal. The *Journal Officiel* No. L249 dated November 4, 1972 contains the text of Regulation (CEE) No. 2324/72 partially or totally suspending until January 31, 1973 the

(*continued on page 335*)

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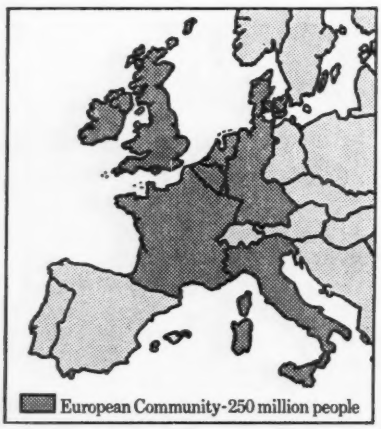

If you have managerial responsibility in industry, commerce, banking, transport or local government —

If you are a farmer or trade union representative —

If you are a lawyer or are engaged in one of the other professions directly and immediately affected —

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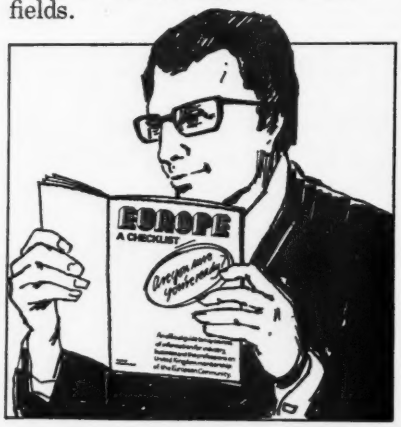

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NEW EC LEGISLATION
continued

Common Customs Tariff duties in the cattlemeat sector. (CCT Nos. 01.02 AII, 02.01 AIIa, 01.02 AIIa, 01.02 AIIb) 2bb.

EDB ext. 7174/408

HARMONISATION OF LEGISLATION—TRANSPORT, TAXATION AND CUSTOMS REGULATIONS: The *Journal Officiel des Communautés Européennes* No. C113 dated October 28, 1972 contains the draft texts of the following proposed directives and proposed decision. The French texts may be seen on application:

1 Proposed directive extending the application of the reduced rate of duty, to cover certain company restructuring, specified in Article 7, paragraph 1b) of Directive 69/335/CEE concerning indirect taxes on the raising of capital.
2 Proposed decision amending the Decision of March 21, 1962 establishing a procedure for prior examination and consultation in respect of certain laws, regulations and administrative provisions concerning transport proposed in Member States.
3 Proposed third directive on harmonisation of provisions imposed by law, regulation and administrative action relating to turnover taxes and excise duties levied on imports in connection with international travel.
4 Proposed directive on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing.
5 Proposed directive relating to exemption from import duties on small consignments of non-commercial goods intended for private individuals.

It should be noted that the texts of the Directives and Decision, when finally approved, may differ from the draft texts referred to above.

CRE ext. 2354/2355

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry* dated January 27, 1972 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1972. The texts of the following notices reimposing the Common Customs Tariff duties on certain of these products have been published in the *Journal Officiel des Communautés Européennes* No. C114 dated October 30, 1972, as follows. The French texts may be seen on application:

Common Customs Tariff no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
70.14	Illuminating glassware, signalling glassware and optical elements of glass: A. Articles for the equipment of electrical lighting apparatus: II. Other (diffusers, ceiling lights, bowls, cups, cupels, lamp-shades, globes, tulip-shaped pieces etc.)	Yugoslavia	October 30, 1972	2794/71
55.05	Cotton yarn, not put up for retail sale: B. Other: II. Not specified: — single measuring per kg: more than 14,000 μm. up to 40,000 μm.	United Arab Republic	October 30, 1972	2796/71
85.15	Radiotelegraphic and radiotelephonic transmission and reception apparatus, radio-broadcasting and television transmission and reception apparatus including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: A. Radiotelegraphic and radiotelephonic transmission and transmission apparatus, radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras: III. Receivers, whether or not combined with sound reproducers C. Parts III. Other	Singapore	October 31, 1972	2794/71

The *Journal Officiel des Communautés Européennes* No. C102 dated October 3, 1972 contained a notice reimposing, with effect from October 3, 1972, the Common Customs Tariff duties on paper and paperboard (including cellulose wadding) machine-made, in rolls or sheets . . . (CCT No. 48.01) originating in Yugoslavia. The Commission of the European Communities has now published a notice in the *Journal Officiel des Communautés Européennes* No. C113 dated October 27, 1972 cancelling this reimposition of duty.

EDB ext. 7174/408

TARIFF QUOTAS IN THE EEC: *Trade and Industry* dated January 27, 1972 contained a notice about Regulation (CEE) No. 2772/71 relating to the opening, allocation and administration of a Community tariff quota for 5,300 tonnes of eels (CCT No. 03.01 AII) at a nil rate of duty for the period January 1 to December 31, 1972. The *Journal Officiel* No. C113 dated October 28, 1972 contains the draft text of a proposed regulation increasing the above quota by 2,500 tonnes to 7,800 tonnes. 6,300 tonnes of the new quota have been reallocated on the following basis:

Germany	4,000 tonnes
Benelux	1,800 tonnes
France	100 tonnes
Italy	400 tonnes

The remaining 1,500 tonnes will form a reserve available to Member States who use 90 per cent or more of their original allocation.

It should be noted that the text of the Regulation, when finally approved, may differ from the draft text referred to above.

EDB ext. 7174/408

Preparing for Europe

A COLLECTED edition of *Preparing for Europe*—a series of articles reprinted from *Trade and Industry*—has been published by the Department of Trade and Industry.

The articles show how British firms in a cross-section of industries are gearing themselves for the enlarged European Community. These firms which are situated all over Britain have work forces ranging from 70 to 9,500 employees and their products include ribbons, sherry, electronic components and roadsweepers. Some have anticipated entry for several years and are now consolidating their position. Others are turning their attention to Community markets for the first time or are preparing a big push to gain a firmer foothold.

The principal benefits each firm most look forward to also differ. Some look to the opening up of new markets with the removal of prohibitive tariffs. Others to opportunities for volume production for a mass market or to opportunities for expansion and specialisation. Some anticipate psychological benefits which would make their products more acceptable and less 'foreign'.

But all the firms have one thing in common—the conviction that the enlarged Community holds new and exciting opportunities for them and that success will not come to he who waits, but to he who makes careful preparation.

Copies of *Preparing for Europe* can be obtained free of charge from EEC/EFTA Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877.

Publications	—	Extension 3591
EEC questions	—	Extension 3579 or 2479
EFTA questions	—	Extension 2480 or 2479

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average) estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,058	1,012	series in £ million				series in £ million		
1967	113	110	132	123	124	186	−37	13	22	−315	−557	242
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	141	150	342	232	26	27	444	−143	587
1970	121	116	142	151	168	265	214	42	13	681	12	669
1971	123	119	141	140	165	24	−153	−4	36	1,040	299	741
1970 2nd qtr	121	116	144	150	172	97	55	11	14	128	−41	169
3rd qtr	122	117	141	151	166	103	44	7	—	81	−72	153
4th qtr	123	118	144	157	174	81	72	23	15	228	60	168
1971 1st qtr	120	116	140	145	156	89	41	−1	−44	124	−67	191
2nd qtr	122	119	141	137	168	−67	−114	11	38	295	113	182
3rd qtr	123	120	141	142	168	−34	−59	−9	6	364	177	187
4th qtr	124	122	142	135	167	36	−21	−6	36	257	76	181
1972 1st qtr	121	123	145	139††	167	−154	−110	−6	−29	58	−125	183
2nd qtr	125	126	144	126††	185	−86	−136	−6	31	77	−84	161
% change latest 2 quarters:												
on prev. 2 quarters	−0.3	+2.6	+2.3	..	+4.8							
on a year earlier	+1.8	+5.9	+3.1	..	+8.6							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices	Prices and costs: % increase on a year earlier	Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Wholly unemployed excluding school leavers and adult students: mid-month count	Labour: Wholly unemployed excluding school leavers and adult students: % of total employees	Labour: Unfilled vacancies for adults: mid-month count	Trade§: Exports	Trade§: Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1963	1963	Jan 31, 1956†				1963	1963
£m in base year			11 372	thousands						thousands		thousands	4,282	4,362
1967	113.9	114.2	101.1	93.1	119.4	2.5	107.5	110.9	175.3	510	2.2	174	120	130
1968	119.8	121.4	103.1	93.1	125.0	4.7	117.3	115.3	187.3	538	2.3	188	147	159
1969	122.9	125.6	102.4	82.3	131.8	5.4	121.4	119.8	197.4	531	2.3	200	165	165
1970	124.2	127.2	103.6	91.4	140.2	6.4	126.2	127.7	217.7	568	2.5	186	184	181
1971	125.0	126.9	103.8	108.5	153.4	9.4	132.6	137.7	246.4	737	3.2	129	205	195
1970 3rd qtr	124.5	127.4	104.0	93	141.1	6 9	124.9	128.7	219.5	571	2.5	185	175	178
4th qtr	125.0	128.8	103.6	93	144.0	7.7	127.3	131.4	228.3	582	2.5	176	199	190
1971 1st qtr	124.5	126.7	101.8	91	147.9	8.6	129.7	134.4	237.5	634	2.8	150	186	189
2nd qtr	125.2	127.2	103.2	95	153.2	9.8	133.1	137.2	242.4	709	3.1	128	212	197
3rd qtr	125.6	127.2	104.4	116	155.3	10.1	134.1	139.2	248.6	772	3.4	119	214	194
4th qtr	124.6	126.4	105.9	132	157.3	9.2	133.6	140.0	257.0	832	3.7	118	210	199
1972 1st qtr	122.2	125.1	106.1	121	159.7	8.0	135.0	141.6	265.9	870	3.8	124	204	212
2nd qtr	129.3	129.9	108.4	144	162.7	6.2	136.1	143.4	272.0	834	3.7	133	213	217
3rd qtr	130.5	132.9	111.6	142	165.4	6.5	139.3 p	145.9 p	103.4 p†	807	3.6	146	194 p	217 p
Feb	114.6	117.2	106.1	116	159.8	8.1	134.6	141.6	265.6	869	3.8	126	209	215
Mar	127.2	129.8	106.2	116	160.3	7.6	134.7	142.0	266.9	879	3.9	126	199	219
Apr	127.2	128.2	107.7	127	161.8	6.3	136.0	142.6	268.6	871	3.8	128	208	218
May	130.7	131.2	107.8	151	162.6	6.1	136.2	143.4	271.7	834	3.7	134	208	216
Jun	129.9	130 2	109.4	154	163.7	6.1	136.1	144.1	275.8	798	3.5	139	224	216
Jul	131.0	133.9	112.4	128	164.2	5.8	137.3	144.9	100 0†	803	3.5	140	209 p	197 p
Aug	130.1	132.9	111.8	157	165.5	6.6	139.6	146.0	103.5	807	3.6	148	139 p	189 p
Sep	130.3	131.8	110.9	140	166.4	7.0	141.1 p	147.0 p	106.6 p	812	3.6	151	233 p	266 p
Oct							144.7 p	148.1 p		774 p	3.4 p	165 p		
% change latest 3 months:														
on prev. 3 months	+0.9	+2.3	+3.0	− 1.5	+1.6		+3.9	+2.0	..	−1.7		+13.4	−9.0	+0.1
on a year earlier	+3.8	+4.5	+6.9	+22.1	+6.5		+6.4	+5.4	..	+0.9		+30.4	−9.3	+12.2

(††) Not directly comparable with earlier figures; see Capital Expenditure article in *Trade and Industry*, Volume 7, No. 11, June 15, 1972.
(‡) Not seasonally adjusted. (†) New series from July 1972 based on July 31, 1972 = 100. (§) On a balance of payments basis.

Unit value and volume index numbers for September

THE unit value and volume index numbers for September, like those for August, were seriously distorted by the effects of the dock strike. The system of recording exports is different from that for imports and because of this the strike has affected the export and import statistics at different times. The value and volume of imports recorded in July and August were reduced by the strike but imports in September were inflated by the clearance of goods which had been held up. The strike had little effect on exports in July but there was a substantial loss of trade in August; exports recorded in the early part of September were reduced by the strike but exports later in the month were swollen as the backlog of goods began to be cleared.

There is evidence that the commodity composition of trade was distorted by the dock strike in September, as well as in August; this distortion renders the unit value and volume index numbers unsuitable for use as indicators of changes in the price and volume of exports and imports (see Note (a) below). For this reason index numbers for detailed commodity groups, some of which appear to have been substantially affected by the strike, are not being published again this month; although index numbers for total trade are given in the table they cannot be regarded as reliable guides to the trends in prices and volume of exports and imports.

Notes

(a) The unit value and volume index numbers are calculated using the price per unit of quantity and the quantity (usually weight) of goods exported or imported which are recorded under the detailed commodity headings in the *Overseas Trade Statistics*. If the commodity composition of trade under these headings remains fairly constant, then the index numbers are fair indicators of changes in the price and volume of imports and exports; if the commodity composition changes, then movements in the index numbers will reflect this change as well as changes in volume or price.

(b) The calculation of the unit value and volume index numbers on a balance of payments basis is described briefly in the article giving unit value and volume index numbers for March 1971, which was published in *Trade and Industry* of May 26, 1971. A more general description of the method of construction of this series of index numbers was published in the September 1963 issue of *Economic Trends*.

IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1971	134	148	110	160	160
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	160	149
2nd quarter	135	146	108	162	167
3rd quarter	137	149	109	157	165
4th quarter	137	152	111	161	160
1972 1st quarter	139	155	111	170	155
2nd quarter	140	157	112	176	161
3rd quarter (p)	144	160	111	170	141
1971 July	137	148	109	156	163
August	137	150	109	154	163
September	138	151	109	162	168
October	137	151	110	160	162
November	137	152	111	156	150
December	137	154	112	168	168
1972 January	140	154	110	160	156
February	139	154	111	173	160
March	140	156	112	175	150
April	140	156	112	177	158
May	139	157	113	175	156
June	141	157	111	175	168
July p	142	158	111	158	155
August p	145	162	112	146	100
September p	145	160	110	207	169

† Export Unit Value Index as a percentage of the Import Unit Value Index.
p Provisional estimates.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

Business Monitor

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A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Index of industrial production for September

THE provisional estimate index of production for September 1972, prepared by the Central Statistical Office, is 130.3 (seasonally adjusted). For manufacturing industry alone the figure is 131.8.

For the three months July to September 1972, it is provisionally estimated that production as a whole was 0.9 per cent higher than the figures for the preceding three months, April to June 1972; for manufacturing industry alone there was an increase of 2.3 per cent.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

INDEX OF INDUSTRIAL PRODUCTION

Seasonally adjusted — 1963=100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1967	113.9	89.1	114.2	110.8	108.6	115.0	116.3	130.4	115.6	123.1	123.1	129.1	90.0	106.3	105.0
1968	119.8	84.8	121.4	115.5	112.3	121.6	126.4	140.0	122.4	125.5	134.7	137.4	86.8	117.2	113.4
1969	122.9	80.3	125.6	118.9	115.9	124.8	139.3	148.7	127.4	131.3	146.6	144.0	85.4	119.7	119.4
1970	124.2	78.3	127.2	121.6	117.0	130.2	151.1	157.5	128.3	134.9	152.2	148.5	86.1	116.8	115.4
1971	125.0	79.8	126.9	123.0	118.1	132.4	157.8	160.6	127.5	132.7	156.3	155.1	83.7	115.4	107.4
1970 3rd qtr.	124.5	79.2	127.4	122.6	118.4	130.8	154.0	159.8	127.1	135.1	147.8	148.0	86.8	111.7	117.2
4th qtr.	125.0	74.9	128.8	122.9	118.5	131.2	156.0	161.0	129.8	135.2	150.1	151.2	86.8	121.5	113.3
1971 1st qtr.	124.5	82.1	126.7	122.8	118.1	131.8	156.5	159.5	126.6	133.7	158.5	154.6	86.0	111.3	106.4
2nd qtr.	125.2	81.5	127.2	122.8	117.6	132.8	158.7	160.6	129.5	135.8	152.0	154.3	84.1	120.4	108.1
3rd qtr.	125.6	80.0	127.2	123.3	119.2	131.0	155.2	158.2	127.6	131.3	158.6	153.8	83.1	117.2	109.1
4th qtr.	124.6	75.6	126.4	123.1	117.5	133.8	160.9	164.2	126.3	130.0	156.0	157.8	81.6	112.8	106.1
1972 1st qtr.	122.2	46.4	125.1	127.3	120.7	140.1	146.5	162.2	124.0				80.6	106.4	103.3
2nd qtr.	129.3	78.8	129.9	125.8	120.5	135.8	153.0	171.9	131.0				81.5	115.8	108.5
3rd qtr.	130.5	76.8	132.9	125.7	120.1	136.5	161.7	168.6	131.7				81.1	117.5	114.0
March	127.2	74	129.8	127	120	140	155	162	131				80	116	109
April	127.2	77	128.2	127	120	139	161	165	128				81	109	107
May	130.7	80	131.2	125	119	135	143	177	134				82	124	110
June	129.9	79	130.2	126	122	133	155	174	131				82	114	108
July	131.0	77	133.9	125	119	136	166	169	134				81	120	116
August	130.1	77	132.9	126	121	136	159	173	129				81	109	112
September	130.3	77	131.8	126	120	137	160	164	132				81	123	114
April-June (av.)	129.3	79	129.9	126	121	136	153	172	131	131*	157*	153*	82	116	109
July-Sept. (av.)	130.5	77	132.9	126	120	136	162	169	132	129*	157*	160*	81	118	114

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1967	104.7	105.0	103.8	103.2	105.0	90.2	101.5	120.1	124.4	112.4	111.5	114.2	122.7	119.4	121.2
1968	111.1	111.2	110.8	113.1	119.2	93.3	103.7	127.3	130.3	121.8	118.5	118.3	135.2	121.8	121.8
1969	114.5	116.1	109.3	115.6	123.5	93.9	102.7	127.8	126.9	129.3	110.8	123.4	141.8	119.0	136.2
1970	114.8	116.6	109.2	116.6	124.9	92.9	103.1	125.2	122.4	130.3	113.6	120.5	145.7	115.7	143.8
1971	103.8	104.2	102.4	118.2	124.8	93.5	108.4	130.3	129.7	131.3	117.1	117.2	150.8	117.4	155.7
1970 3rd qtr.	113.8	115.7	107.8	116.7	126.1	93.4	100.8	128.2	125.5	133.2	114.1	120.9	144.9	116.5	144.2
4th qtr.	113.8	114.6	111.2	118.1	125.8	92.7	105.9	128.2	124.5	134.7	118.9	116.6	149.3	114.0	145.6
1971 1st qtr.	110.2	111.3	106.9	117.8	125.3	89.6	106.6	131.5	131.0	132.4	119.5	114.3	149.7	116.8	149.4
2nd qtr.	103.0	103.3	101.9	117.7	124.6	90.3	107.5	132.6	131.1	135.5	116.3	117.6	153.2	117.8	153.9
3rd qtr.	103.6	104.2	101.8	118.6	124.9	91.8	109.7	130.7	131.7	128.9	113.4	119.3	151.3	118.3	159.4
4th qtr.	98.3	98.0	99.2	118.7	124.3	102.1	109.6	126.3	125.2	128.3	119.4	117.6	149.2	116.7	159.9
1972 1st qtr.	92.7	91.3	97.1	113.8	119.4	95.4	105.2	129.8	131.8	126.3	127.0	120.0	156.5	120.6	154.5
2nd qtr.	102.9	103.5	101.1	120.6	129.4	91.5	108.9	140.0	141.9	136.5	124.5	120.5	147.0	121.3	179.0
3rd qtr.	106.8	107.5	104.5	123.8	131.8	91.7	112.1	139.4	136.9	144.0	132.9	130.1			183.1
March	94	94	95	117	124	97	108	137	144	124	130	124	156		155
April	102	102	101	119	125	93	109	140	141	138	128	120	144		169
May	99	99	99	123	133	92	107	141	143	138	125	121	154		184
June	108	109	104	120	130	90	104	139	142	133	121	121	143		184
July	110	111	106	123	129	92	115	136	131	146	138	127			176
August	101	101	100	123	131	92	113	148	146	151	132	138			182
September	110	111	108	126	136	92	109	134	134	134	129	125			192
April-June (av.)	103	103	101	121	129	92	107	140	142	137	124	121	157†		179
July-Sept. (av.)	107	108	105	124	132	92	112	139	137	144	133	130	147†		183

† Latest available 3 months (April-June) and previous 3 months (January-March).
* Latest available 3 months (November-January) and previous 3 months (August-October)

Acquisitions and mergers in the third quarter

THIS note sets out the latest statistics on company acquisitions and mergers, giving details up to and including, the third quarter of 1972. The figures in Tables 1 and 2 are taken from a detailed analysis of companies acquisitions published as a Business Monitor, M7, Acquisitions and Mergers of Companies (obtainable from HMSO each quarter for an annual subscription of 37½p). The Business Monitor also contains tables analysing acquisitions and mergers by industry.

In the third quarter acquisition activity was again at a higher level. The figures were boosted by the Grand Metropolitan Hotels' acquisition of Watney Mann involving a consideration of £358 million. Excluding this there were 284 acquisitions of industrial and commercial companies reported in the financial press involving a consideration of £345 million. While the numbers were similar to those recorded in the previous three quarters, the average expenditure was somewhat lower.

The number and value of acquisitions reached a peak in 1968. They were lower during the next three years, but this year have risen to levels comparable with those of 1968.

TABLE 2. CATEGORIES OF EXPENDITURE ON ACQUISITIONS AND MERGERS WITHIN THE UNITED KINGDOM

	Expenditure (£ million)				Percentages of expenditure		
	Total	Cash	Issues of ordinary shares	Issues of fixed interest securities	Cash	Ordinary shares	Fixed interest securities
1969	1,069	296	552	221	*27.7*	*51.6*	*20.7*
1970	1,122	251	596	275	*22.4*	*53.1*	*24.5*
1971	911	285	437	189	*31.3*	*48.0*	*20.7*
1972 1st quarter	465.7	97.4	289.4	78.9	*20.9*	*62.2*	*16.9*
2nd quarter	421.5	119.3	257.4	44.8	*28.3*	*61.1*	*10.6*
3rd quarter	703.2	86.0	381.1	236.1	*12.2*	*54.2*	*36.6*

issued. Where market values are not available (as in the case of shares, etc., issued by non-quoted companies) or the cash consideration is not disclosed, acquisitions are in general valued at the net book value of the acquired company.

No method of valuing acquisitions is altogether free from objection and in comparing this series over time one must allow, in addition to the general upward inflation of values, for the considerable short-term fluctuations in share prices which will be reflected in a series where a considerable proportion of expenditure takes the form of share exchanges which are valued at market prices.

TABLE 1. ACQUISITIONS AND MERGERS WITHIN THE UNITED KINGDOM

	Acquisitions of independent companies			Mergers†			Total (1 and 2)			Sales of subsidiaries between company groups			Total number of acquisitions		
	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million	No. Acquiring	No. Acquired	Value £ million
1969	593	742	961.6	2	2	7.6	595	744	969.2	91	102	99.7	686	846	1,068.9
1970	484	608	954.1	6	6	42.5	490	614	996.6	139	179	125.9	629	793	1,122.5
1971	498	620	745.6	—	—	—	498	620	745.6	189	264	165.5	687	884	911.1
1st quarter	89	110	62.1	—	—	—	89	110	62.1	43	49	27.7	132	159	89.8
2nd quarter	121	148	142.5	—	—	—	121	148	142.5	53	71	44.7	174	219	187.2
3rd quarter	129	156	255.7	—	—	—	129	156	255.7	40	69	31.9	169	225	287.6
4th quarter	159	206	285.3	—	—	—	159	206	285.3	53	75	61.2	212	281	346.5
1972 1st quarter	156	207	426.0	2	2	0.1	158	209	426.1	53	69	39.6	211	278	465.7
2nd quarter	192	260	375.2	3	3	1.5	195	263	376.7	52	63	44.8	247	326	421.5
3rd quarter	166	220	643.3	1	2	7.7	167	222	651.0	50	63	52.2	217	285	703.2

†A merger is reckoned as the acquisition of the smaller company by the larger company involved in the transaction and valued at the market value of the smaller company's share of the newly formed company.

The issue of fixed interest securities accounted for a much higher proportion of expenditure in the third quarter than usual, while the importance of the other two forms of payment, cash and issues of ordinary shares, was reduced.

There were 17 major acquisitions of foreign companies by United Kingdom companies in the third quarter, involving an expenditure of nearly £11½ million. Three large United Kingdom companies were acquired by foreign companies for a total consideration of just under £2½ million.

Notes and definitions

This analysis of acquisitions and mergers involving industrial and commercial companies in the United Kingdom is based on reports in the financial press supplemented by special inquiries to companies to determine the form, value and timing of particular acquisitions.

Acquisitions and mergers involving financial companies (insurance, banking, etc.) are not covered in this note, although the Bank of England prepares an analysis of such acquisitions which is published in the *Bank of England Quarterly Bulletin*.

Valuation

The values shown relate in general to expenditure during the current period, excluding any previous investment in the company acquired. Where possible, values are market values, ie the cash paid or the market price at date of issue of shares or loan stock

For example, industrial share prices as measured by the *Financial Times*-actuaries index fell by over a tenth between 1969 and 1970 but rose by 18 per cent between 1970 and 1971.

Classification

Where the acquired company was a subsidiary of another United Kingdom company, it was classified to the category of inter-group sales. Acquisitions between subsidiaries of the same company group, arising from internal reorganisation, have been ignored.

Each acquiring company is alloted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968. Industrial holding companies which cannot be reasonably classified to any of the groups distinguished, and companies trading wholly overseas are treated as separate groups. Where a company has substantial overseas interests, it is classified as far as possible on the basis of its predominant activity within the United Kingdom. The choice between classifying a company to its main activity (which may be less than half its total activity) and classifying it as an industrial holding company is sometimes a fairly arbitrary one.

Timing

As far as possible, acquisitions are recorded at the date when the transaction is finalised (eg when a bid is declared unconditional). This date may be considerably later than the date when a bid is first announced in the press though preceding the date when the shares in the acquired company are surrendered.

UK computer market in the second quarter of 1972

FIGURES published by the Department of Trade and Industry show that in the second quarter of 1972 there was a sharp rebound in the UK computer market from the depressed level of the first quarter.

Total output, shown in Table 1, in terms of current prices was £83.8 million, indicating a rise of 36 per cent compared with £61.5 million in the first quarter of 1972 and of 13 per cent against £74.2 million a year earlier. As a consequence of the recovery, total output for the first half of this year was only slightly lower than in the first half of 1971. Included in total output are deliveries of equipment, repair and maintenance work, and research and development for customers.

Deliveries of hardware alone accounted for practically all of the recovery and these amounted to £75.2 million in the period under review, compared with £54.1 million in the first quarter of this year and £66.9 million in the second quarter of 1971, but it should be noted that the first quarter 1972 figures were badly distorted by events outside the industry. Accordingly, the half-year results are a better guide, but it is likely that the losses due to the power emergency in the first quarter have not been made good.

DELIVERIES OF COMPUTER HARDWARE

£ million current prices

	British made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st half 1970	59.4	40.8	100.2	32.5	0.2	32.7	91.9	41.0	132.9
1971	63.6	42.7	106.3	27.1	0.3	27.4	90.7	43.0	132.7
1972	54.0	39.6	93.6	34.2	1.5	35.7	88.2	41.1	129.3
Change £ million									
1970-1971	+4.2	+1.9	+6.1	−5.4	+0.1	−5.3	−1.2	+2.0	+0.8
1971-1972	−9.6	−3.1	−12.7	+7.1	+1.2	+8.3	−2.5	−1.9	−4.4
Change per cent									
1970-1971	+ 7	+5	+ 6	+17	*	−16	−1	+5	+1
1971-1972	−15	−7	−12	+26	*	+30	−3	−4	−3

* Omitted due to low base figure.

Comparing deliveries in the first halves of the last three years, there has been little change in the value of total computer hardware deliveries over the last two years. This is true of both home and export business, but allowing for some rise in costs and prices it is evident that the volume of deliveries has declined. Within the total the fall has been entirely of British made hardware, while factored machines have increased their share of the home market.

Exports

A feature of the first quarter of 1972 was the decline in export deliveries, but it was then suggested that an upswing might be expected because export orders were very high. Such an increase has occurred in the second quarter when export deliveries amounted to £24.7 million against the first quarter £16.3 million; there was also an increase from 30 per cent to 33 per cent in the proportion of export to total deliveries.

Nevertheless, in the first half of 1972 export deliveries were lower than in the first half of 1971 and were back to the level of 1970.

Size of systems delivered

The systems delivered in the second quarter of 1972 may be analysed thus:

DIGITAL COMPUTER SYSTEMS DELIVERED—2nd quarter 1972

	Home		Export	
Size of system	No.	Value £'000	No.	Value £'000
Under £5,000	10	39	3	14
£5,000— £19,000	65	608	3	28
£20,000—£49,000	41	1,310	30	1,044
£50,000—£119,000	27	2,112	21	1,572
£120,000—£249,000	12	2,168	8	1,205
£250,000—£499,000	9	3,235	2	878
£500,000—£999,000	6	4,200	2	1,193
Over £1 million	3	3,844	1	1,006
Unclassified	221	11,871	95	4,535
Total	394	29,387	165	11,475

The total figures may be reconciled with columns 2 and 3 of Table 1.

Orders on hand

Table 4 shows the orders on hand at June 30, 1972. In terms of current prices (£359 million) they were at the highest level so far attained, and nearly 8 per cent above the figure at March 31.

The recovery in home orders continued, with a 5 per cent increase from £190 million at the end of March to £200 million at the end of June, and export orders again achieved a new peak of £159 million against £143 million in March. This growth of order books was entirely for UK manufactured products, while orders on hand for factored goods decreased.

The inflow of new orders may be derived from Tables 1 and 4, and was very high in the period under review.

TABLE 1. TOTAL DELIVERIES OF ELECTRONIC COMPUTERS

£ thousands, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance		R & D on Customer Account		Total output		Goods Sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1971	144,099	47,165	1,304	20	16,708	6,124	14,750	3,923	101,604	38,124	278,465	95,356	27,655	62	272	474	306,866	95,504	11,847
1969 Q1	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
Q2	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
Q3	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
Q4	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 Q1	35,808	11,700	179	79	2,995	1,307	2,770	948	21,338	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
Q2	41,078	11,685	291	34	5,028	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
Q3	49,559	16,479	1,641	6	6,237	2,520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
Q4	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304
1971 Q1	33,824	9,248	162	10	3,428	1,380	2,730	377	26,692	9,282	66,836	20,297	6,599	18	150	42	73,627	20,315	3,331
Q2	35,408	11,882	841	10	4,327	1,616	3,475	841	22,838	8,421	66,889	22,770	7,079	15	83	136	74,187	22,823	2,513
Q3	37,400	12,922	151	—	4,897	1,257	4,508	1,123	24,125	9,698	71,081	25,000	7,087	15	13	188	78,369	25,048	3,283
Q4	37,467	13,113	150	—	4,056	1,871	4,037	1,582	27,949	10,723	73,659	27,289	6,890	14	26	108	80,683	27,318	2,720
1972 Q1 p	24,741	6,886	536	—	3,677	1,685	3,632	960	21,562	6,757	54,148	16,288	7,169	13	82	102	61,501	16,317	3,706
Q2 p	40,862	11,475	129	30	3,786	1,831	2,911	762	27,494	10,646	75,182	24,744	8,458	20	42	158	83,840	24,765	3,540

p provisional

TABLE 2. DELIVERIES OF ELECTRONIC COMPUTERS (BRITISH MADE)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronics Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1971	101,776	46,857	798	20	12,543	6,052	14,669	3,878	78,242	36,671	208,028	93,478	22,130	62	227	474	230,859	93,626	11,847
1970 Q1	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
Q2	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
Q3	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
Q4	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304
1971 Q1	24,317	9,248	159	10	2,657	1,370	2,730	377	22,794	9,279	52,657	20,284	5,253	18	135	42	58,087	20,302	3,331
Q2	27,726	11,697	338	10	3,628	1,602	3,475	841	18,485	8,310	53,652	22,460	5,687	15	73	136	59,548	22,513	2,513
Q3	27,331	12,863	151	—	2,941	1,234	4,472	1,123	17,874	8,789	52,769	24,009	5,679	15	3	188	58,639	24,057	3,283
Q4	22,402	13,049	150	—	3,317	1,846	3,992	1,537	19,089	10,293	48,950	26,725	5,511	14	16	108	54,585	26,754	2,720
1972 Q1 p	16,661	6,582	99	—	2,823	1,676	3,581	914	14,857	6,679	38,021	15,851	5,476	12	82	102	43,681	15,879	2,635
Q2 p	28,296	11,033	119	30	2,760	1,811	2,763	722	21,668	10,121	55,606	23,717	6,734	20	42	150	62,532	23,738	2,441

p provisional

TABLE 3. DELIVERIES OF ELECTRONIC COMPUTERS (FACTORED)

£ thousand, current price

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries of Hardware		Repair and Maintenance(a)		R & D on Customer Account		Total Output		Goods sold to other UK Computer Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	26,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1971	42,323	308	506	—	4,165	72	81	45	23,362	1,453	70,437	1,878	5,525	—	45	—	76,007	1,878	—
1970 Q1	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
Q2	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
Q3	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
Q4	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—
1971 Q1	9,507	—	3	—	771	10	—	—	3,898	3	14,179	13	1,346	—	15	—	15,540	13	—
Q2	7,682	185	503	—	699	14	—	—	4,353	111	13,237	310	1,392	—	10	—	14,639	310	—
Q3	10,069	59	—	—	1,956	23	36	—	6,251	909	18,312	991	1,408	—	10	—	19,730	991	—
Q4	15,065	64	—	—	739	25	45	45	8,860	430	24,709	564	1,379	—	10	—	26,098	564	—
1972 Q1 p	8,080	304	437	—	854	9	51	46	6,705	78	16,127	437	1,693	1	—	—	17,820	438	1,071
Q2 p	12,566	442	10	—	1,026	20	148	40	5,826	525	19,576	1,027	1,724	—	—	8	21,308	1,027	1,099

(a) Work done in UK only p provisional

TABLE 4. ORDERS ON HAND FOR ELECTRONIC COMPUTERS AND PERIPHERALS

£ million, current prices

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966									
December 31st	126.9	97.5	29.4	99.2	71.3	27.9	27.7	26.2	1.5
1967									
December 31st	188.3	157.0	31.3	128.1	97.9	30.2	60.2	59.1	1.1
1968									
December 31st	241.3	200.9	40.4	150.6	110.2	40.4	90.7	90.7	—
1969									
December 31st	294.7	224.7	70.0	185.1	115.4	69.7	109.6	109.3	0.3
1970									
March 31st	323.4	245.7	77.7	202.8	125.1	77.7	120.6	120.6	—
June 30th	332.9	240.5	92.4	218.6	126.2	92.4	114.3	114.3	—
September 30th	312.2	222.7	89.5	212.6	123.1	89.5	99.6	99.6	—
December 31st	301.9	212.1	89.8	207.4	117.6	89.8	94.5	94.5	—
1971									
March 31st	202.8	193.9	88.9	195.6	107.0	88.6	87.2	86.9	0.3
June 30th	274.9	191.4	83.4	182.0	98.5	83.4	92.9	92.9	—
September 30th	326.0	192.3	133.7	223.7	90.0	133.7	102.3	102.3	—
December 31st	307.7	183.2	124.5	217.2	92.7	124.5	90.5	90.5	—
1972									
March 31st	332.9	189.7	143.2	240.6	97.5	143.1	92.3	92.2	0.1
June 30th	358.7	200.0	158.7	275.1	116.4	158.7	83.6	83.6	—

TABLE 5. NUMBERS EMPLOYED IN UK ELECTRONIC COMPUTER INDUSTRY

	Total	R & D	Manu-facturing	Sales	Other
1966					
December 31st	35,800	3,600	15,300	4,700	12,200
1967					
December 31st	41,600	4,800	17,000	5,600	14,200
1968					
December 31st	45,100	4,900	17,800	5,500	16,900
1969					
December 31st	48,800	5,700	19,000	5,800	18,300
1970					
March 31st	49,200	6,100	18,700	5,500	18,900
June 30th	51,500	6,400	20,000	5,600	19,500
September 30th	62,100	6,500	20,700	5,800	19,100
December 31st	52,400	6,400	20,300	5,900	19,800
1971					
March 31st	51,700	6,500	19,400	5,900	19,900
June 30th	51,800	6,500	20,000	5,800	19,500
September 30th	49,400	7,500	18,700	5,600	17,600
December 31st	47,700	8,700	17,700	5,500	15,800
1972					
March 31st	47,400	8,400	17,600	5,600	15,800
June 30th	46,400	8,300	17,000	5,300	15,800

(continued on next page)

COMPUTER MARKET
continued

NET NEW ORDERS FOR ELECTRONIC COMPUTERS

£ million current prices

	1970			1971			1972		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st quarter	64.2	27.6	91.8	28.4	19.4	47.8	44.4	34.9	79.3
2nd quarter	43.5	35.7	79.2	41.6	17.3	58.9	60.8	40.2	101.0
3rd quarter	39.8	24.0	63.8	47.0	75.3	122.2			
4th quarter	39.2	29.2	68.4	37.2	18.1	55.3			

The improved orders position suggests that higher levels of deliveries may be expected, particularly if the inflow of orders is maintained.

Employment

There was a further decline in the number of employees.

RETAIL TRADES

Retailers' stocks in September

THE value of stocks at current prices held by retailers at the end of September showed an increase of 6 per cent over the corresponding month last year; at constant prices there was an increase of 1 per cent. These increases are smaller than those recorded in the earlier months of this year.

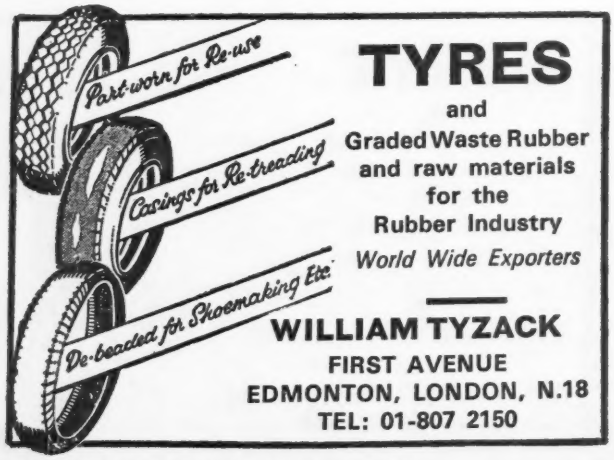
LEVEL OF RETAILERS' STOCKS

ndex numbers (end 1960 = 100) *and percentage increase on a year earlier*

(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	152	162	164	164	164	158	165	163	177	196	169
1971	N.A.	N.A.	174	175	179	181	169	176	178	193	210	186
1972	174	179	192	192	194	195	180	190	189			
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*4*	*2*	*4*	*2*	*3*	*4*	*4*	*4*	*5*	*8*	*6*
1971	*N.A.*	*N.A.*	*7*	*7*	*9*	*10*	*7*	*7*	*9*	*9*	*7*	*10*
1972	*N.A.*	*N.A.*	*11*	*10*	*8*	*8*	*7*	*8*	*6*			
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	117	119	126	126	126	125	119	124	122	131	145	124
1971	N.A.	N.A.	124	123	125	126	118	122	123	133	144	127
1972	118	120	129	129	130	130	120	126	124			
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*–*	*–3*	*–1*	*–3*	*–2*	*–2*	*–2*	*–2*	*–2*	*1*	*–1*
1971	*N.A.*	*N.A.*	*–1*	*–2*	*–*	*1*	*–2*	*–2*	*1*	*1*	*–*	*3*
1972	*N.A.*	*N.A.*	*4*	*5*	*3*	*3*	*2*	*4*	*1*			

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.



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Steel consumption and stocks in the third quarter of 1972

Consumption of steel

CONSUMPTION of finished steel in the third quarter of 1972 is provisionally estimated at 4,110,000 tonnes, after seasonal adjustment (5,630,000 tonnes ingot equivalent). Quarterly figures are shown in the table attached. The recovery in steel consumption which began in the second quarter of 1972 continued into the third quarter.

Stocks

Returns so far received for the third quarter of 1972 indicate that consumers' and merchants' stocks of finished steel rose by 82,000 tonnes (112,300 tonnes ingot equivalent). This increase suggests that the period of stock-draw by consumers and merchants, which started in the first quarter of 1971, is now at an end. The reduction in stocks which took place from the beginning of 1971 to mid-1972, was by no means as severe nor so long sustained as in some earlier post-war periods. However, at 13 weeks' supply stocks are still at the upper end of the 12 to 13 weeks estimated to be normal.

Note

Supplies of finished steel to the home market are usually calculated by taking total deliveries reported by the UK steel industry, plus imported supplies, and subtracting exports as recorded in the Overseas Trade Statistics. In the third quarter of 1972 the Overseas Trade Statistics give a figure of steel exports that appears too low, probably because of delays caused by the dock strike. It has, therefore, been replaced by an estimate consisting of exports reported by the steel industry plus an assessed tonnage of steel exported by others. The Trade Statistics export figure will be taken into account when it can be combined with the similar figure for the fourth quarter.

FINISHED STEEL: ESTIMATED UNITED KINGDOM CONSUMPTION

N.B. All quantities are expressed in metric units (1 imperial ton = 1.016 tonnes)

	Actual consumption				Seasonally adjusted consumption	
	thousand tonnes		Per cent change over previous year		thousand tonnes	
	(a)		(a)		(a)	
1967 1st quarter	4,065		– 6.5		4,026	
2nd quarter	4,151		– 4.5		3,900	
3rd quarter	3,526		–10.0		3,813	
4th quarter	4,098		+ 6.4		4,101	
Total	15,840		– 3.8			
1968 1st quarter	4,246		+ 4.5		4,078	
2nd quarter	4,299		+ 3.6		4,146	
3rd quarter	3,992		+13.2		4,308	
4th quarter	4,298		+ 4.9		4,303	
Total	16,835		+ 6.3			
1969 1st quarter	4,608		+ 8.5		4,434	
2nd quarter	4,685		+ 9.0		4,525	
3rd quarter	4,087		+ 2.4		4,419	
4th quarter	4,402		+ 2.4		4,404	
Total	17,782		+ 5.6			
1970 1st quarter	4,627		+ 0.4		4,514	
2nd quarter	4,582		– 2.2		4,364	
*3rd quarter	4,132		+ 1.1		4,463	
4th quarter	4,296		– 2.4		4,296	
Total	17,637		– 0.8			
	(a)	(b)	(a)	(b)	(a)	(b)
1971 1st quarter	4,660	4,696	+ 0.7		4,488	4,520
2nd quarter (p)	4,318	4,303	– 5.8		4,172	4,158
3rd quarter (p)	3,801	3,763	– 8.0		4,108	4,067
4th quarter (p)	4,022	3,960	– 6.4		4,033	3,977
Total (p)	16,801	16,722	– 4.7			
1972 1st quarter (p)		4,003		–14.8		3,907
2nd quarter (p)		4,265		– 0.9		4,062
3rd quarter (p)		3,806		+ 1.1		4,110

* 14-week statistical period: figures reduced to a 13-week basis for purposes of comparability.
(p) provisional.
(a) excluding welded tubes over 16 inch outer diameter.
(b) including welded tubes over 16 inch outer diameter.

Orders and deliveries

IN the three months ended August 1972 net new orders (pairage, seasonally adjusted) received by the footwear industry were 3 per cent more than in the three months ended May 1972; deliveries were also 3 per cent more. Order books at the end of August were 2 per cent lower than at the end of May. Production in the three months rose by 5 per cent.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumer expenditure, prices and employment are published in the Business Monitor Production Series under reference P17.

This table is compiled from the results of the monthly and quarterly inquiries which started at the beginning of 1971 and the KS inquiries which they superseded. Linking factors spanning the 4th quarter 1970 and the 1st quarter 1971 have been calculated from matching samples of firms contributing to both the old and new inquiries and the KS results adjusted to provide a single, broadly comparable series. Since the linking factors cover only two quarters however, the amended back data for 1966-70 should be interpreted with caution.

A short note on the construction of the index of production was given in *Trade and Industry* dated June 23, 1971 (page 637).

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

INDEX OF PRODUCTION, ORDERS ON HAND, NET NEW ORDERS AND DELIVERIES OF COMPLETE FOOTWEAR

Monthly average or monthly totals

	Index of production 1963 = 100	Orders on hand (end period)			Net new orders			Deliveries		
		Million pairs		£ million	Million pairs		£ million	Million pairs		£ million
1966	101	33.6			..			16.4		
1967	94	37.8			16.5			16.1		
1968	99	41.6			17.3			17.0		
1969	95	34.6			15.9			16.5		
1970	88	38.9			16.6			16.2		
1971	96	32.5		55.7	15.7			16.2		23.8
	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual
1971 1st quarter	91	40.5	40.2	56.0	17.1	16.7	..	16.6	16.7	23.8
2nd quarter	95	43.3	38.7	67.9	16.6	16.3	26.5	15.7	16.8	22.5
3rd quarter	101	31.8	40.1	49.0	12.8	17.0	18.3	16.6	16.5	24.6
4th quarter	96	32.5	39.1	55.7	16.1	14.3	26.6	15.8	15.2	24.4
1972 1st quarter	93	37.9	42.1	54.0	18.2	17.2	25.2	16.4	16.2	25.8
2nd quarter p	90	36.6	35.4	67.5	14.3	13.5	27.2	14.7	15.8	22.7
1971 January	98	40.7	45.1	53.3	17.3	22.9	..	15.5	17.8	22.2
February	87	42.7	44.3	53.7	17.8	15.7	22.7	15.8	16.0	22.3
March	89	40.5	40.2	56.0	16.2	11.6	29.2	18.4	16.2	26.9
April	93	42.6	38.9	63.6	18.4	15.7	30.3	16.3	17.0	22.7
May	98	49.2	43.2	73.7	22.2	21.6	32.3	15.6	17.3	22.2
June	95	43.3	38.7	67.9	9.3	11.6	16.8	15.2	16.2	22.6
July	101	40.6	43.5	62.7	12.5	20.9	17.8	15.2	16.1	23.0
August	105	36.5	42.5	56.7	11.0	15.4	16.2	15.1	16.4	22.2
September	97	31.8	40.1	49.0	14.8	14.6	20.8	19.5	17.0	28.5
October	104	30.5	38.7	49.4	16.9	14.4	28.4	18.2	15.7	28.0
November	92	32.4	37.8	57.2	18.5	14.1	32.6	16.6	15.1	24.8
December	93	32.5	39.1	55.7	12.8	14.5	18.9	12.7	14.7	20.4
1972 January	96	33.4	42.9	53.1	15.6	20.7	20.6	14.7	16.9	23.2
February	89	35.3	42.5	53.0	18.1	15.2	25.2	16.2	15.7	25.3
March	95	37.9	42.1	54.0	20.8	15.7	29.9	18.2	16.1	28.9
April p	90	41.1	41.2	56.5	17.7	15.8	24.2	14.5	16.7	21.7
May p	90	44.2	42.1	70.2	17.9	15.8	37.2	14.8	15.0	23.5
June p	90	36.6	35.4	67.5	7.2	9.0	20.2	14.8	15.7	22.9
July p	101	30.6	34.5	56.0	9.1	15.8	12.1	15.1	16.7	23.6
August p	99	32.3	41.5	54.5	18.0	24.0	22.9	16.3	16.8	14.4

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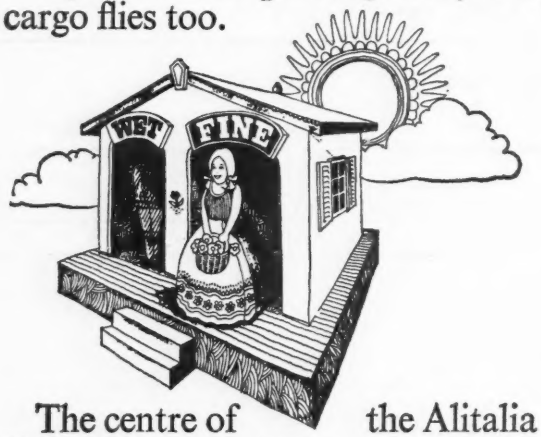

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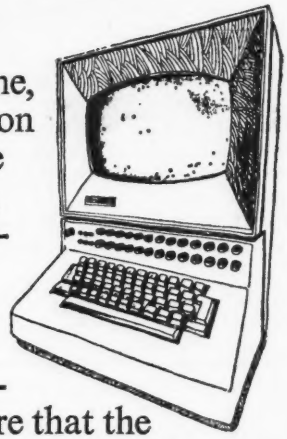

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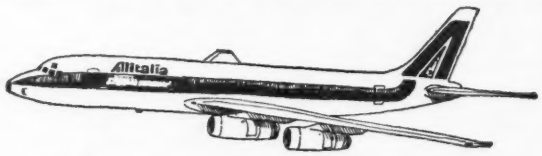

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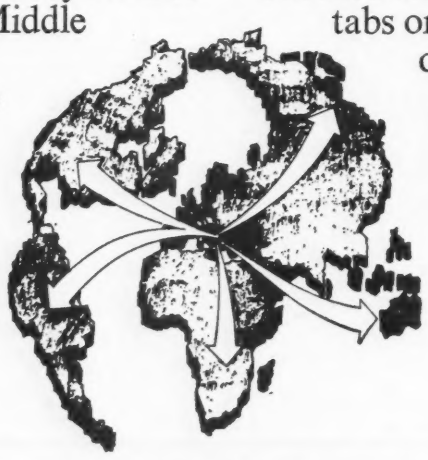

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Turnover of the motor trades in September 1972

THE total turnover of the motor trades increased by 9 per cent in September and by 13 per cent in the third quarter as a whole compared with the corresponding periods last year. Both these increases were a little less than in other recent periods, but this largely reflects the higher level of trade which developed in the third quarter of 1971.

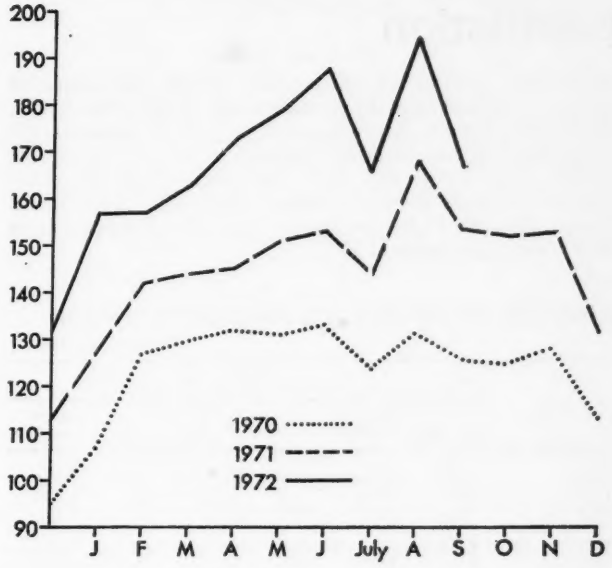
Sales of new motor vehicles were up by 10 per cent in September compared with a year earlier, bringing the increase in the third quarter to 18 per cent. Sales of second-hand motor vehicles increased by 5 per cent in September and 7 per cent in the quarter, also somewhat smaller than other recent increases.

Other sales and receipts—mainly sales of petrol, oil, spares and accessories and receipts from repairs and servicing—recorded increases of 9 per cent in September and 10 per cent in the third quarter, much the same as in other recent periods.

Notes

The statistics are of turnover at current prices. Movements therefore include the effect of price changes including changes in purchase tax. Turnover includes transactions between dealers in addition to final sales. Vehicles include commercial vehicles as well as private cars. The statistics are *not* seasonally adjusted.

TURNOVER OF THE MOTOR TRADES AT CURRENT PRICES
Index numbers total turnover per week 1967=100



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	147	138	150	155	145	127	142	144	145	151	153	144	168	154	152	153	132
1972	171 ‡	159	180	175		157	157	163	173	179	188	165	194	167			
1971	17	13	14	22	19	19	12	11	10	15	15	15	29	23	22	19	17
1972	16 §	15	20	13		23	11	14	19	19	22	15	15	9			
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	155	145	159	163	153	133	150	151	158	159	159	132	194	162	161	163	138
1972	194 ‡	177	214	193		186	166	178	208	210	221	166	237	179			
1971	26	16	19	35	35	33	14	8	16	25	18	18	49	36	37	33	34
1972	25 §	22	35	18		40	11	18	32	32	40	25	22	10			
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	134	127	139	145	124	106	136	136	134	141	141	137	158	141	135	140	104
1972	155 ‡	149	161	156		129	154	161	151	162	169	146	175	148			
1971	19	13	15	27	22	15	14	12	8	14	22	24	27	29	19	23	25
1972	13 §	17	16	7		22	13	18	12	15	20	7	11	5			
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	146	137	148	154	147	132	137	142	140	149	154	155	152	153	152	150	139
1972	161 ‡	150	163	169		145	151	154	155	163	169	171	169	166			
1971	10	11	9	12	9	11	9	13	7	9	10	11	14	12	12	9	5
1972	10 §	9	10	10		10	10	9	11	9	10	11	11	9			

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers for period January to September 1972.
§ Percentage increase for period January to September 1972 compared with the corresponding period for 1971

Quarterly analysis of production

PRODUCTION by weight of synthetic fibres in the third quarter of 1972 was 3 per cent more than in the corresponding period of 1971, while production of viscose and acetate fibres remained almost the same. Within the total for synthetic fibres, production of continuous filament yarn was 1 per cent more and staple fibre 5 per cent more. Under the heading 'viscose and acetate', production of continuous filament yarn was 17 per cent less and staple fibre 8 per cent more than in the third quarter of 1971.

ANALYSIS OF MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate
1961	66.2	191.3	39.7	79.2	26.5	112.2
1962	83.0	201.5	51.7	80.2	31.2	121.3
1963	105.4	220.8	64.3	85.5	41.1	135.3
1964	126.4	247.9	75.1	96.4	51.3	151.5
1965	148.0	243.0	81.6	98.2	66.4	144.9
1966	174.8	225.1	95.8	90.7	78.9	134.4
1967	194.1	239.1	108.2	90.7	85.9	148.5
1968	268.4	270.8	144.3	97.5	124.1	173.3
1969	291.4	262.5	155.9	96.6	135.5	166.0
1970	336.9	262.5	166.6	90.9	170.3	171.6
1971	357.3	255.7	191.2	85.2	166.1	170.6
1963 1st quarter	71.3	70.6	39.5	25.8	31.8	44.8
2nd quarter	75.7	68.0	39.4	25.3	36.3	42.7
3rd quarter	70.4	55.3	37.4	20.2	33.1	35.2
4th quarter	74.0	68.6	39.6	25.3	34.3	43.3
1970 1st quarter	78.2	68.5	38.4	25.0	39.8	43.5
2nd quarter	87.4	68.3	43.0	24.6	44.4	43.7
3rd quarter	84.2	64.5	40.9	19.8	43.3	44.7
4th quarter	87.0	61.2	44.3	21.5	42.7	39.7
1971 1st quarter	92.5	64.8	49.6	22.6	42.9	42.2
2nd quarter	89.6	63.6	48.5	21.0	41.1	42.6
3rd quarter	86.1	61.7	45.9	20.4	40.2	41.3
4th quarter	89.1	65.7	47.3	21.2	41.9	44.5
1972 1st quarter	88.1	57.7	44.9	14.7	43.2	43.0
2nd quarter	95.5 r	66.4	48.0 r	17.8	47.5	48.6
3rd quarter	88.5	61.4	46.2	16.9	42.3	44.5

The heading 'Viscose + acetate' includes triacetate.
(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis: previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The DTI would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the DTI needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Production of man-made fibres in September

IN the third quarter of 1972 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 2 per cent more than in the second quarter. Total production by weight of man-made fibres in September was 1 per cent lower than in September 1971 with output of continuous filament 3 per cent less and staple fibre 1 per cent more.

MAN-MADE FIBRE PRODUCTION

Thousand metric tons (†)

	Total	Continuous filament (singles)	Staple fibre
1964	374.3	171.5	202.8
1965	391.0	179.8	211.2
1966	399.9	186.6	213.3
1967	433.2	198.9	234.4
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1971 1st quarter	157.2	72.1	85.1
2nd quarter	153.2	69.5	83.7
3rd quarter	147.8	66.3	81.5
4th quarter	154.8	68.5	86.4
1972 1st quarter	145.7	59.6	86.2
2nd quarter	161.9 r	65.8 r	96.0
3rd quarter	149.8	63.1	86.7
1971 May	52.9	24.5	28.3
June	49.4	22.5	26.8
July	51.6	22.8	28.8
August	45.4	20.4	25.0
September	50.8	23.0	27.8
1972 January	48.0	22.6	25.3
February	45.2	17.1	28.1
March	52.6	19.8	32.7
April	52.3	20.3	32.0
May	56.4	22.9	33.5
June	53.2	22.7	30.5
July	51.0	20.6	30.4
August	48.5	20.2	28.3
September	50.3	22.3	28.0

(†) From July 1967, the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

INDEX OF THE VOLUME OF PRODUCTION OF MAN-MADE FIBRES 1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213
1970	238
1971	252

	Actual	Seasonally adjusted
1971 1st quarter	263	252
2nd quarter	253	244
3rd quarter	241	257
4th quarter	250	254
1972 1st quarter	241	231
2nd quarter	262	254
3rd quarter	243	258
1971 May	258	246
June	246	246
July	244	252
August	224	255
September	256	263
1972 January	250	243
February	230	218
March	243	234
April	253	240
May	265	254
June	267	267
July	237	244
August	232	264
September	260	267

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The

seasonally adjusted figures are based on the seasonal pattern up to the end of 1971, and may be subject to slight revision when the complete figures for 1972 are incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Tel. 01-799 5688, ext. 111 or 264.

Deliveries of man-made fibres

THE total deliveries of man-made fibres in the third quarter of 1972 were 3 per cent more than in the third quarter of 1971. Deliveries of continuous filament yarns to the home trade during the third quarter of 1972 were 5 per cent more than in the third quarter of 1971, while deliveries of staple fibre were 3 per cent more.

DELIVERIES OF CONTINUOUS FILAMENT YARNS (*a*)

Thousand metric tons

			Home						
		Total	Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres etc.)	Other purposes	Exports as yarn (*b*)
1964		176.9	134.1	39.5	25.8	19.3	43.4	6.0	42.9
1965		180.3	140.7	40.4	25.0	21.4	48.1	6.8	39.6
1966		183.8	149.5	41.1	30.9	20.9	48.6	7.9	34.4
1967		198.4	156.9	34.2	39.6	25.3	48.9	8.9	41.5
1968		238.4	188.9	40.0	54.9	32.0	52.2	9.8	49.4
1969		242.7	193.6	39.2	51.9	35.3	58.8	8.4	49.1
1970		254.8	198.1	35.3	63.7	38.0	53.3	7.8	56.7
1971		261.4	198.7	34.0	69.9	41.4	43.5	9.9	62.7
1971	1st qtr.	69.3	53.9	8.6	20.0	10.5	12.7	2.2	15.3
	2nd qtr.	64.5	49.6	8.3	17.1	10.3	11.1	2.8	14.9
	3rd qtr.	60.1	44.6	7.5	15.7	9.7	9.5	2.2	15.5
	4th qtr.	67.6	50.6	9.6	17.1	10.9	10.3	2.7	17.0

			Home					
		Total	Total	Broad weaving	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	Textured or for texturing for all purposes other than carpets or industrial	Exports as yarn (*b*)
1972	1st qtr.	63.3	46.0	8.8 (*c*)	10.0	9.8	2.7	14.8	17.3
	2nd qtr.	65.1r	48.6r	9.4(*c*)	10.0	10.4	2.7	16.2r	16.5
	3rd qtr.	63.2	46.9	9.2(*c*)	9.3	9.3	1.8	17.3	16.3

(*a*) The classification of end uses was revised in January 1968 and the figures for deliveries to individual industries 1968 to 1971 might not be fully comparable with those for earlier years. From January 1972 a further reclassification was introduced: deliveries of textured yarns and yarns for texturing, which were previously included in the figures for individual industries, are shown separately from the first quarter 1972.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

(*c*) Includes 3.5 thousand metric tons for carpets and rugs.

DELIVERIES OF STAPLE FIBRE (*a*)

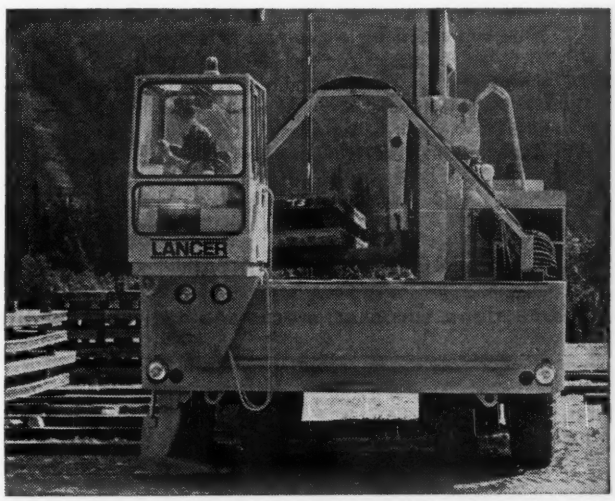
Thousand metric tons

			Home				
		Total	Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	Exports (*b*)
1964		208.6	158.6	62.0	57.8	17.4	21.5	50.1
1965		204.4	151.8	57.0	56.9	13.3	24.5	52.7
1966		204.5	147.6	52.1	57.0	12.8	25.6	57.0
1967		234.5	152.9	47.9	58.2	19.1	27.8	81.6
1968		282.4	173.1	52.3	58.2	26.3	36.3	109.3
1969		299.3	169.2	51.1	51.5	28.0	38.6	130.1
1970		329.4	191.4	57.6	57.1	31.5	45.2	138.1
1971		338.7	185.9	59.6	50.1	29.3	46.9	152.9
1971	1st qtr.	88.7	49.4	16.8	13.2	6.9	12.5	39.3
	2nd qtr.	82.4	45.2	15.0	12.5	6.3	11.5	37.2
	3rd qtr.	82.1	41.8	13.0	11.1	7.1	10.7	40.2
	4th qtr.	85.6	49.4	14.9	13.3	9.0	12.3	36.2

			Home				
		Total	Total	Cotton spinning	Wool spinning	Other systems and sundries	Exports (*b*)
1972	1st qtr.	89.0	43.1	11.5	7.4	24.3	45.9
	2nd qtr.	95.9	50.4	13.6	8.7	28.2	45.5
	3rd qtr.	83.2	43.2	11.0	8.0	24.2	40.1

(*a*) The classification of end uses was revised in January 1972, and the figures for deliveries to individual industries from the first quarter 1972 are not comparable with those for earlier years.

(*b*) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.



A fourth Lancer Boss 2500 Series GP sideloader has been delivered to Norsk Jernverk for operation at Mo-I-Rana, almost within the Arctic Circle in Norway. One of the 25 m.p.h. trucks is seen operating on a three-shift, seven-day-week cycle, handling 25-ton loads of steel billets. In winter deep snow and long hours of darkness place heavy demands on the trucks and their operators. Lancer Boss Ltd. recently appointed Nortruck A/S as distributor for Norway.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

Price **63p** (*by post* 72½p). Annual Subscription £8.60 including postage, and a copy of the Definitions of items and units employed in the Digest.

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

CATERING

The catering trades in 1969

THE report of the inquiry into the Catering Trades in Great Britain for 1969 was published by Her Majesty's Stationery Office on November 15, 1972 price 32p (35½p by post).The report contains a description of the scope and technical detail of the inquiry in addition to eight statistical tables. (A list of these is given below.) The types of business included in the 1969 Catering Inquiry were those classified to Minimum List Headings 884 to 888 of the Standard Industrial Classification (1968 edition) with certain exclusions which are identified in the report.

Some provisional results of the inquiry were published in *Trade and Industry* on April 13 giving numbers of establishments (that is, separate places of business within the scope of the survey) by broad kind of business and total turnover. A separate table showed estimates of the number of bedrooms in licensed hotels, motels, licensed guest houses and holiday camps.

The previous large scale inquiry into the Catering Trades was taken in respect of 1964. The results were published in the *Board of Trade Journal*, May 13, 1966. The 1964 and 1969 inquiries differed in a number of respects which are highlighted in paragraphs 5, 6 and 7 of the 1969 report. Some comparisons between the two inquiries in terms of numbers of establishments were given in the provisional results article mentioned above.

The attached table summarises by broad kind of business the main results of the inquiry for organisations (that is, the undertakings operating one or more establishments within the scope of the inquiry. In the case of incorporated businesses an organisation may cover more than one company). The report itself sub-divides these total figures between multiple and other organisations. Turnover is analysed by six categories for each kind of business by form of organisation. Fixed capital expenditure is broken down between acquisitions and disposals of both vehicles and other capital equipment, and the expenditure on new building work. There is also a detailed breakdown of each kind of business by amount of turnover. The establishment tables show a finer breakdown of turnover by a more detailed kind of business classification as well as a regional analysis. The tables included in the report are as follows:

Table 1: Organisations, turnover and analysis of turnover by kind of business.

Table 1A: Estimates for non-response and non-registered traders. Organisations and turnover.

Table 2: Organisations, turnover, stocks and capital expenditure by kind of business.

Table 3: Organisations and turnover by kind of business analysed by turnover.

Table 4: Establishments and turnover by form of organisation and kind of business.

Table 5: Establishments, turnover, number of bedrooms by Standard Region and kind of business.

Table 6: Establishments and capital expenditure of licensed hotels, motels, licensed guest houses and holiday camps by number of bedrooms.

Table 7: Establishments and turnover by kind of business and amount of turnover.

To supplement the inquiry into the catering trades a survey was carried out in early 1970 by the Social Survey Division of the Office of Population Censuses and Surveys. This ascertained, by means of a sample survey of members of the public, the amount of expenditure during the calendar year 1969 on accommodation within the United Kingdom while on holiday and on other visits away from home.

In the report of the survey there are 17 tables analysing expenditure, number of visits and length of stay. Some tables distinguish visits by adults with and without children. Copies of the report, 'Expenditure on Accommodation while away from Home in 1969', by W. F. F. Kemsley (No. SS724)—are available from Her Majesty's Stationery Office, price 50p including postage.

ALL BUSINESSES IN GREAT BRITAIN

Organisations, turnover, stocks and capital expenditure by broad kind of business, 1969

MLH (a)	Kind of business	Organisations	Turnover	Stocks		Fixed Capital Expenditure (net)	Land and existing buildings	
				Beginning of year	End of year		Acquired	Disposed of
		Number	£ million	£ million	£ million	£ million	£ million	£ million
884 (part)	Licensed hotels, motels, licensed guest houses and holiday camps	6,795	407.5	15.6	15.8	30.7	5.8	6.0
885	Restaurants, cafes, snack bars and fish and chip shops	42,201	623.4	16.1	17.3	21.5	5.2	1.4
886	Public houses (b) (c)	48,081	1,349.0	65.7	70.5	28.7	4.8	4.5
887 (part)	Licensed clubs	2,488	64.2	2.4	2.6	3.9	0.8	—
888 (part)	Catering contractors	203	68.9	1.6	1.7	0.8	0.1	—

(a) Minimum List Heading of the Standard Industrial Classification (1968 edition).

(b) Excludes stocks and capital expenditure of those public houses for which figures have been included in returns made in the Census of Production by brewery companies covering the whole of the business.

(c) Includes capital expenditure by tenants on their own account.

Note: A supplementary voluntary inquiry showed that there were 23,367 registered clubs with a turnover of £371.8 million and with an expenditure of £28.0 million on the construction and purchase of new buildings and new furniture and fittings.

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Turnover of the catering trades in September

THE total turnover of the catering trades in the third quarter was about 4 per cent more than in the second quarter, after allowing for normal seasonal movements. This represents a rather faster rate of growth than was evident earlier in the year.

Recent percentage increases compared with a year earlier, based on non-seasonally adjusted data, for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1972	2nd quarter	9	13	10	8	6
	3rd quarter	12	15	15	10	5
	September	12	18	15	9	7

Note: The Easter holiday was split between the first and second quarters in 1972, but fell entirely in the second quarter in 1971.

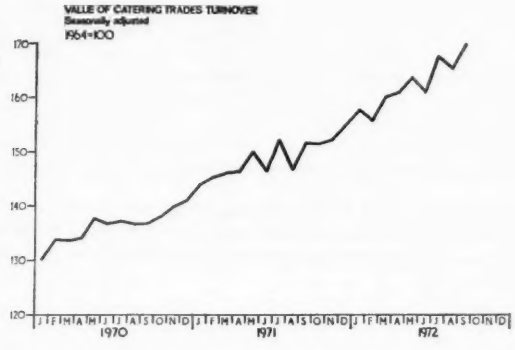
VALUE OF CATERING TRADES TURNOVER
Seasonally adjusted
1964=100
170
160
150
140
130
120
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1970
1971
1972

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1964 = 100

		Value at current prices (Turnover in 1964 — £1,985 million)
1964		100
1965		106
1966		111
1967		113
1968		117
1969		126
1970		136
1971		149
1969	1st quarter	123
	2nd quarter	125
	3rd quarter	127
	4th quarter	129
1970	1st quarter	133
	2nd quarter	136
	3rd quarter	137
	4th quarter	140
1971	1st quarter	145
	2nd quarter	148
	3rd quarter	150
	4th quarter	153
1972	1st quarter	158
	2nd quarter	162
	3rd quarter	168
1972	January	158
	February	156
	March*	160
	April	161
	May	164
	June*	161
	July	167
	August	165
	September *	170
1972	April-June	162
	July-September	168
Percentage increase		4

† The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1972 period was the five weeks from August 27, 1972 to September 30, 1972. The September 1971 period was the five weeks from August 29, 1971 to October 2, 1971.

A breakthrough into the United States long-distance communications market has been made by The General Electric Co. Ltd. The picture shows the signing of a contract under which GEC Telecommunications Ltd. is to supply $3 million-worth of micro-wave radio equipment to MCI Communications Corporation of USA for part of a new nationwide communications network. Seated (left to right) are: Mr. J. Thomas, secretary of GEC; Mr. W. McGowan, chairman of MCI Communications Corporation; Mr. P. J. H. Pattinson, president of The English Electric Corporation of New York (a GEC American subsidiary); and Lord Nelson, chairman of GEC.

Investment in developing countries

PUBLICATION by the Government in April 1971 of the White Paper, *British Private Investment in Developing Countries* (Command, 4656, HMSO 8p) marked a new policy of collaboration between the Government and the private sector designed to stimulate new British private investment in less developed countries, using certain Government support facilities.

Royal Assent has now been received to the necessary enactments, and the Foreign and Commonwealth Office now have available free booklets defining aims, eligibility and how to apply for:

Pre-investment studies support
Joint ventures support
Infrastructure support

Firms may obtain these booklets from:

Private Investment and Consultancies Department
Foreign and Commonwealth Office
Overseas Development Administration
Eland House
Stag Place
London SW1E 5DH

It would assist if applicant firms give outline details of developing countries and projects in which they are interested. Such information will be treated in confidence.

Vehicle production in October 1972—estimated figures

ON the basis of the production of the major manufacturers, estimated total production in the four weeks to October 28 was:

	Total	Average weekly rate
Cars	166,000	41,500
Commercial vehicles	38,000	9,500

During the same period of last year the actual average weekly rate of production was 37,653 for cars and 9,461 for commercial vehicles.

The usual notice giving more precise and detailed figures for the period, will be published in due course.

British Film Fund Agency returns

THE British Film Fund Agency has published the following information for the five weeks ended September 30, 1972.

	£	£
Distributors' earnings submitted		
High cost films	863,683	
Low cost films:		
Eligible (after multiplying by 2½)	105,668	
Not eligible for 2½ times rental	9,009	
		978,360
Films of less than 3,000 ft. (after multiplying by 2½)		38,424
		1,016,784
Levy collections paid to Agency by HM Customs and Excise to October 23, 1972, including an estimate of collections approximately covering entertainments for five weeks ended September 30, 1972.		532,322

The eleventh interim allocation for the fifteenth distribution period will be at the rate of 44½ per cent.

Cinema admissions and takings in June and July

DURING June, counted as a five week period, the weekly average of admissions to cinemas in Great Britain was 3.09 million and the weekly average of gross box office takings was £1.13 million. The comparable figures for June 1971 were 3.11 million and £1.05 million respectively.

During July, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 3.15 million and the weekly average of gross box office takings was £1.13 million. The comparable figures for July 1971 were 3.66 million and £1.22 million respectively.

Domestic furniture deliveries in September

THE figures of domestic furniture deliveries and orders in hand in September, 1972, are shown below, with earlier figures for comparison.

	Manufacturers' deliveries of domestic furniture (£ million)	Value of orders on hand at end-month (£ million)	Seasonally adjusted volume indices (1963 = 100)	
			Deliveries	Orders on hand
1971 September	25.2	49.5	151	219
1972 August	23.2	80.9	165	331
September	30.0	85.0	174	347

The figures for the latest months, which are based on returns from a sample of manufacturers, may be revised when further data becomes available from the quarterly inquiry into sales of furniture and upholstery.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 10, 1972
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Aftermath	BR/NQ 36460	22	November 7	MGM-EMI Distributors Ltd.	Mersham Productions Ltd.
Miss Julie	BR/E 36461/12/11/77	105	November 7	LMG Film Distributors Ltd.	Tigon British Film Productions Ltd. and Sedgemoor Productions Ltd.
Aspiring	BR/E 36465/12/11/77	11	November 9	Columbia-Warner Distributors Ltd.	New Zealand National Film Unit
Movietone News 2266	BR/E 36231/12/11/77	8	November 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2266A	BR/E 36232/12/11/77	8	November 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Reincarnate	F 36462	109	November 7	Hemdale Film Distributors Ltd.	Meridian Films Ltd.
Danish Dentist on the Job	F 36463	98	November 7	Gala Film Distributors Ltd.	Palladium Films, Copenhagen
Beauty Knows no Pain	F 36464	25	November 7	Visual Programme Systems Ltd.	Elliott Erwitt
Cold Blooded Beast	F 36466	74	November 9	Miracle Films Ltd.	Regal Films, Rome
The Night She Rose from the Tomb	F 36467	94	November 9	Miracle Films Ltd.	Regal Films, Rome

Amendments to the Register:
The registration certificate in respect of the film 'Krakatoa—East of Java' (F 34250) registered on August 18, 1969, has been amended to show the following details: (a) 'Krakatoa—East of Java', playing time 137 minutes; (b) 'Krakatoa—East of Java', part 1, playing time 70 minutes and (c) 'Krakatoa—East of Java', part 2, playing time 59 minutes.
The playing time of the film 'Slaughterhouse Five' (F 36273) registered on June 29, 1972, which was amended to 101 minutes has now been amended to 103 minutes.

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	March 16 1972
trade by air (6M)	Sept 21 1972
Balance of payments:	
quarterly figures (Q)	Sept 21 1972
trends in invisible transactions (Q)	Sept 28 1972
Bankruptcy orders (Q)	Oct 5 1972
Business names and limited partnerships (A)	Feb 10 1972
Capital expenditure:	
distributive and service trades (A)	April 28 1971
manufacturing, distributive and service industries (Q)	Oct 5 1972
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	Sept 14 1972
Companies:	
acquisitions and mergers (Q)	This week
new registrations:	
Gt. Britain (M)	Oct 19 1972
N. Ireland (M)	Oct 26 1972
Computers, UK market (Q)	This week
Construction work overseas (A)	This week
ECGD business (Q)	Sept 28 1972
Electronic capital equipment (Q)	Aug 3 1972
Engineering industries, sales and orders (M)	Oct 26 1972
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	This week
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Feb 3 1972
trends in film going (A)	Aug 19 1971
Food:	
consumption levels (6M)	July 20 1972
household consumption (Q)	Nov 2 1972
Footwear industry	
production, orders and deliveries (M)	This week
Foreign exchange:	
official reserves	Nov 9 1972
Foreign trade (*see also* Overseas trade of the UK)	
EFTA (Q)	March 23 1972
industrial countries' trade and production (Q)	Aug 17 1972
world exports of manufactures (A)	Sept 30 1970
Furniture orders and deliveries (M)	This week
Hire-purchase business (M)	Nov 9 1972
Industrial development certificates:	
approvals (Q)	April 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	Nov 2 1972
Wales index (Q)	Sept 28 1972
Insurance companies, investments and assets (A)	Aug 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept 23 1970
industry's investment intentions (3 times a year)	Oct 19 1972
investment and earnings overseas (A)	March 23 1972
Machine tools, deliveries and orders (Q)	Aug 31 1972
Man-made fibres:	
deliveries (Q)	This week
production (M)	This week
production, quarterly analysis (Q)	This week
Motor industry:	
car and commercial vehicle production (M)	Nov 2 1972
estimated figures	This week
motor trades turnover (M)	This week
Office development permits (Q)	Sept 7 1972
Overseas trade of the UK:	
ECGD business (Q)	Sept 28 1972
direct exporters and credit terms (A)	April 13 1972
unit value and volume index numbers (M)	This week
value (M)	Oct 19 1972
value, analysis of trends (Q)	Sept 7 1972
Pension funds, investments and assets (A)	Aug 10 1972
Retail prices index (M)	Oct 26 1972
Retail trades:	
sales (M)	Nov 9 1972
sales, N. Ireland (M)	Nov 2 1972
stocks (M)	This week
Royalties, overseas transactions (A)	March 30 1972
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov 2 1972
Steel consumption and stocks (Q)	This week
Stocks:	
distributive and service trades (A)	April 28 1971
manufacturers' and distributors' (Q)	Oct 5 1972
retail (M)	Nov 9 1972
Television, overseas payments and earnings (A)	Aug 5 1971
Textiles:	
activity in the industry (Q)	Oct 26 1972
cotton industry production (M)	Nov 2 1972
hosiery production (M)	Oct 26 1972
made-up clothing, orders and deliveries (M)	Nov 2 1972
orders and deliveries (M)	Nov 2 1972
wholesale houses' sales (M)	Oct 19 1972
wool exports (Q)	Sept 7 1972
wool output (M)	Nov 2 1972
Tourism:	
international (A)	Oct 28 1971
UK tourist traffic (M)	Oct 26 1972
Wholesale prices:	
average prices of selected commodities (A)	March 9 1972
index numbers (M)	Oct 19 1972

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Oct 5 1972
Business Monitor titles	Sept 21 1972
Customs notices of interest to exporters	Sept 7 1972
ECGD local offices	Oct 5 1972
Guide to DTI	Aug 31 1972
Official Receivers' offices	May 20 1970
Programme of trade promotions	Oct 19 1972
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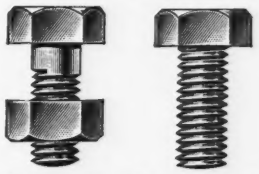

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